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DIRECT MARKETING OF FARM PRODUCE.

Problems, Methods, and Business Practices in Parcel Post and Other Forms of Direct Marketing.

Every method of marketing farm produce has problems that must be solved if success is to be attained, and direct marketing is no exception. Direct marketing as here used means marketing from the individual producer direct to the consumer through some method of transportation, the business dealings being transacted by mail. The produce may be shipped by parcel post, express, freight, motor truck, or other medium. As the consumer is accustomed to buying at a store or city market where the produce may be examined before purchase and may be returned if not satisfactory, whereas the producer is accustomed to selling in larger lots and usually for cash at his door, it is evident that both the consumer and producer must effect some changes in their business habits in order to make direct marketing a success. They both must realize that direct marketing is a business and must be given careful thought and attention.

Regular Shipments Important.

Successful marketing of farm produce direct to consumers depends largely on the type of produce and on regular shipments. Some products are too heavy to permit economical marketing direct to consumers, while many farmers can not supply certain products throughout the year. If direct marketing is undertaken, effort should be made to correlate production in such a way that some commodity wanted by the consumer will always be available and contact with the purchaser will not be broken.

Quality and Appearance.

The problem of farmers supplying produce of the quality desired by consumers must be solved. One shipment of poor produce causes more dissatisfaction than can be overcome with several shipments of high-quality produce.

Consumers often judge the quality of produce by appearance. Farmers should pack produce so that when it has been transported it will arrive in good condition and present a good appearance. This means good shipping containers and good packing. Containers should be suited to the produce shipped and should be durable, strong, and reasonable in price. Much dissatisfaction has resulted from the use of unsuitable containers.

Making Contacts.

One of the greatest difficulties from the viewpoint of the producer is to get in touch with sufficient consumers who will attend to the business transactions necessary in direct marketing. Consumers desire fresh produce direct from the farm but many are not willing to bother with ordering and waiting to receive the produce.

Many consumers, on the other hand, are willing to take the trouble, but they can not get in touch with desirable farmers. There are a number of ways of getting reliable producers and consumers together in business contact, but care must be exercised in any method used.

Advertising and Form Letters.

Advertising is the obvious method of obtaining customers. Experience has shown, however, that the advertiser must know what to advertise, when to advertise, and where to advertise.

The sending of form letters, circulars, and cards often has been tried with poor success. The cost of this method of reaching consumers usually is high. Unless the lists for mailing are selected carefully only a few of the persons addressed will reply.

Personal Canvass.

Making a personal canvass among city persons and soliciting their trade offers good possibilities for obtaining regular customers. Success will depend largely on the personality of the person making the canvass. It may be necessary, also, to solicit a large number of families in order to obtain a few customers.

Various other methods of obtaining customers have been tried. Whatever the method used, it usually required painstaking work and considerable effort to get a number of reliable customers.

Consumers often have difficulty in getting in touch with reliable producers. As many farmers will not market direct, it is necessary to seek producers in localities without a good market for farm produce.

Business Relations.

In direct marketing it is even more important to keep up a business relationship than it is to make new business contacts, and while a city person who wishes to obtain farm produce direct must get in touch with some one who will supply the produce, it is equally necessary so to conduct business relations that the producer will continue to send the produce desired. Many persons, both producers and consumers, are not willing to attend to routine and detail work. Little success in direct marketing can be hoped for, however, unless attention is given to such matters.

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SWEET POTATOES A LEADING CROP.

Large Production and Active Movement—Increased Storage in the South—Markte Improves as Price of White Potatoes Advances.

In point of production the sweet potato crop ranks high among food staples in the South and Southwest. The December estimate showed 103,579,000 bushels, which is from one-third to one-fourth the usual crop of white potatoes. It is about three times the cabbage crop and seven times the crop of onions or field beans.

Compared with White Potato Crop.

Averaging not far below the per acre yield of white potatoes, the sweet potato crop is usually sold a little lower than the white stock in the producing sections and has returned a little less per acre to the grower, but this comparison of the two crops does not hold for several of the northern producing States, where, owing to more intensive methods, the average yield of sweet potatoes is considerably higher and the average price also higher than in the South. In these more northern States the per acre return in favorable seasons is often considerably greater than the average per acre received for the white potato crop.

High Cost of Marketing.

The average grower of sweet potatoes finds his crop worth somewhat less per bushel or per acre than white potatoes, but on the other hand the average consumer ordinarily pays more for sweet potatoes and considers them somewhat of a luxury, to be used more or less sparingly.

The wide margin between farm price and the price to consumers is a handicap to the success of the commercial crop. It seems to be due to the more perishable nature of sweet potatoes. This product decays quickly in warm weather and consumers buy only a few pounds at a time because unwilling to take the risk of storing a larger supply. The dealer has to assume considerable loss from decay. He sells sweet potatoes mostly in small lots, and expects to exact a larger margin of profit. Eastern stock in middle-western and north-central markets bears a high freight charge. The barrels, hampers, and crates used for sweet potatoes increase the cost in comparison with the bag and bulk method of shipment used for the main white-potato crop.

Two Main Producing Groups.

Car-lot shipments from various sections often show little relationship to the total

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LIVE STOCK

PRICE TREND UPWARD; HOG RECEIPTS HEAVY.

Chicago, Kansas City, Omaha, and East St. Louis.

The receipts of live stock for the week ending January 10 at 10 markets, totaled about 246,700 cattle, 851,900 hogs, and 230,500 sheep, representing increases of about 56,700 cattle and 120,500 hogs and a decrease of about 27,700 sheep from the week previous. The week's supply was the smallest for any corresponding period, barring Christmas and Fourth of July, since the last week of June, 1919.

Cattle.—In spite of the increased cattle marketings, the trend of values was upward on medium and low grade beef steers, butcher cattle, calves, stockers, and feeders. Strictly good and choice corn-fed cattle were lacking at western markets and scarce at Chicago, bulk of offerings consisting of plain and medium, warmed-up and short-fed stock. Price gains were recorded during the week on the lower priced kinds while good and choice grades, despite their scarcity, showed little change. Improved hide market conditions and higher prices for low grade beef together with a decided decrease in receipts of low priced western cattle were strengthening influences in the market for the medium and cheaper grades of steers. One load of choice heavy steers reached $19 at Chicago, but very few passed $16 and few reached Missouri River markets good enough to sell above $14.50, much of the supply at Chicago and elsewhere selling downward from $14. Butcher cattle showed moderate price gains with the bulk of butcher cows and heifers selling from $7 to $9.50 and canners from $5.25 to $5.65. Veal calves advanced sharply, particularly at St. Louis and Chicago. Moderate receipts, competition from killers, and a good country demand combined to advance stock and feeding cattle values, the gain measuring around 25 cents at most points and more at Omaha where fleshy, heavy feeders sold upward to $14. Much of the week's trading stock and feeding cattle was within a range of $8 to $11.75.

Hogs.—Although hog receipts swelled materially at western markets and large packers were more or less bearish, exceptionally large eastern shipping orders and activity on the part of yard traders caused an advance in prices early in the week, followed by an irregular trend. At the week end Chicago was on about a 10-cent lower average basis than at the close of the week previous, while Missouri River markets showed advances of 20 to 35 cents, Omaha gaining most. Quality continued good and range of prices narrow, although desirable light weights were favored and sold at a slightly greater premium than during the previous week.

Sheep.—With receipts at western markets below normal, eastern markets lightly supplied, dressed-meat trade conditions healthy, and the wool market strengthening, fat sheep and lambs advanced sharply. Demand for feeding lambs was active and with supply light such stock showed as much advance as killing classes.

Opening, January 12.—The week's opening found western cattle markets well supplied and beef and butcher cattle trade steady to somewhat lower. Calves held up

LIVE-STOCK PRICES, TUESDAY, JANUARY 13, 1920.

[Prices per 100 pounds.]

	Chicago.		East St. Louis.	Kansas City.	Omaha.
	Jan. 13.	Jan. 6.	Jan. 13.	Jan. 13.	Jan. 13.
HOGS.					
Top	$14.75	$14.90	$15.05	$14.90	$14.45
Bulk of sales	14.40–14.70	14.55–14.80	14.85–15.00	14.50–14.75	14.15–14.35
Heavy (250 pounds up), medium-choice	14.35–14.60	14.55–14.80	14.80–15.00	14.50–14.80	14.15–14.40
Medium (200–250 pounds), medium-choice	14.40–14.65	14.65–14.90	14.80–15.05	14.40–14.90	14.20–14.45
Light (150–200 pounds), common-choice	14.50–14.75	14.55–14.80	14.50–15.05	14.10–14.80	14.15–14.30
Light lights (130–150 pounds), common-choice	14.00–14.60	14.15–14.65	14.25–15.00	14.00–14.50	13.90–14.15
Packing sows (250 pounds up), smooth	13.75–14.15	14.00–14.50	13.25–13.75	14.00–14.25	14.00–14.15
Packing sows (200 pounds up), rough	13.25–13.75	13.40–14.00	12.50–13.25	13.50–14.00	13.90–14.00
Pigs (130 pounds down), medium-choice	13.25–14.25	13.50–14.50	11.50–14.75	.....	.....
Stock pigs (130 pounds down), common-choice	.....	.....	12.00–14.50	13.00–15.00	11.00–13.25
CATTLE.					
Beef steers:					
Medium and heavy (1,100 pounds up)—					
Choice and prime	18.25–19.75	18.75–20.00	16.00–18.00	16.75–18.50	16.50–18.50
Good	14.25–18.25	14.25–18.75	13.00–15.75	13.65–16.75	13.75–16.25
Medium	11.25–14.25	11.00–11.25	11.00–12.75	11.40–13.65	12.00–13.75
Common	9.00–11.25	8.75–11.00	9.00–10.75	9.00–11.40	10.00–12.00
Light weight (1,100 pounds down)—					
Choice and prime	17.75–19.25	18.50–20.00	16.00–18.00	16.25–18.15	16.25–18.25
Medium and good	11.00–17.75	10.75–18.50	11.25–15.75	10.85–16.25	12.50–16.00
Common	8.25–11.00	8.00–10.75	8.00–11.00	8.25–10.85	9.50–12.50
Butcher cattle:					
Heifers, common-choice	6.50–14.75	6.50–14.75	7.00–16.00	6.85–13.85	7.25–13.50
Cows, common-choice	6.50–13.50	6.40–13.50	7.00–12.50	6.75–11.85	7.00–13.25
Bulls, bologna and beef	7.50–12.00	7.50–12.00	6.25–10.50	6.75–10.40	6.00–11.25
Canners and cutters:					
Canner steers	6.25–8.00	6.25–8.00	6.00–7.50	6.00–7.75	.....
Cows and heifers	5.25–6.50	5.25–6.40	5.00–6.75	5.15–6.75	5.25–7.00
Veal calves:					
Light and handy weight, medium-choice	16.50–18.00	16.25–17.50	13.50–18.00	13.50–16.00	13.50–15.00
Heavy weight, common-choice	7.75–12.75	7.25–12.50	7.00–13.25	6.50–11.50	7.50–11.50
Feeder steers:					
Heavy (1,000 pounds up), common-choice	9.00–12.50	9.00–12.50	10.00–11.50	9.00–13.25	9.50–14.00
Medium (800–1,000 pounds), common-choice	8.00–12.00	7.75–12.00	8.50–11.00	8.25–12.65	8.50–12.75
Light (800 pounds down), common-choice	7.75–11.25	7.50–11.25	9.00–11.00	7.90–11.75	8.00–12.00
Stocker cattle:					
Steers, common-choice	6.75–10.50	6.50–10.50	7.00–10.50	6.25–10.85	7.50–11.75
Cows and heifers, common-choice	6.50–8.25	6.50–8.25	6.50–8.00	5.50–8.75	5.75–8.50
Calves—					
Good and choice	9.75–10.75	9.75–10.75	8.00–10.25	8.25–11.25	9.50–11.00
Common and medium	8.00–9.50	7.50–9.50	6.50–8.00	6.00–8.00	7.00–9.50
SHEEP.					
Lambs:					
84 pounds down, medium-prime	17.25–19.75	16.50–19.00	16.25–19.75	18.00–19.40	18.00–19.25
Culls and common	13.75–16.75	13.00–16.00	12.00–16.00	11.25–17.75	13.75–17.00
Yearling wethers, medium-prime	13.25–18.00	12.25–16.75	13.00–17.00	11.25–16.50	14.00–16.25
Wethers, medium-prime	11.65–12.75	10.75–12.00	10.00–12.00	11.25–13.25	11.00–12.25
Ewes:					
Medium-choice	9.00–12.00	8.50–11.00	8.50–11.00	9.00–11.35	9.75–11.15
Culls and common	5.25–8.50	5.00–8.25	4.75–8.00	4.25–8.75	6.00–9.75
Breeding ewes, full mouths to yearlings	.....	.....	.....	8.00–14.50	.....
Feeder lambs	15.50–17.50	14.50–16.25	13.50–16.00	14.50–17.25	15.00–17.50

WHOLESALE PRICES WESTERN DRESSED MEATS, TUESDAY, JANUARY 13, 1920.

[Prices per 100 pounds.]

	Chicago.			New York.		
	Jan. 13.	Jan. 6.	Dec. 16.	Jan. 13.	Jan. 6.	Dec. 16.
Fresh beef:						
Steers—						
Choice	.....	.....	$25.50–$27.00	.....	.....	.....
Good	$20.00–$24.00	$20.00–$23.50	21.00–25.50	$20.00–$23.00	$19.00–$21.00	$20.00–$22.00
Medium	16.50–19.50	16.50–19.50	15.50–19.50	17.00–19.00	17.00–19.00	18.00–20.00
Common	14.00–16.00	13.50–16.00	12.00–15.00	15.00–17.00	14.00–16.00	14.00–17.00
Cows—						
Good	16.50–18.00	15.50–17.00	14.50–16.00	16.00–17.00	16.00	16.00
Medium	15.00–16.00	14.00–15.50	13.00–14.00	14.00–15.00	14.00–15.00	14.00–15.00
Common	12.50–14.50	12.00–13.50	11.50–12.50	13.00–14.00	12.50–14.00	13.00–14.00
Bulls—						
Good	.....	.....	.....	12.00–14.00	.....	.....
Medium	.....	.....	.....	11.00–12.00	11.00–12.00	.....
Common	10.00–11.00	9.00–10.50	8.50–9.50	10.00–10.50	10.00–10.50	9.00–10.50
Fresh lamb and mutton:						
Lambs—						
Choice	31.00–32.00	29.00	24.00–25.00	28.00–30.00	27.00–29.00	25.00–27.00
Good	30.00–31.00	27.00–29.00	22.50–24.00	25.00–27.00	25.00–26.00	23.00–24.00
Medium	27.00–29.00	24.00–26.00	20.00–22.00	22.00–24.00	22.00–24.00	21.00–22.00
Common	25.00–27.00	20.00–24.00	17.00–20.00	20.00–21.00	20.00–21.00	20.00–21.00
Mutton—						
Good	17.50–20.00	16.00–18.00	14.00–16.00	16.00–17.00	15.00–16.00	15.00
Medium	15.50–17.00	14.50–16.00	11.50–13.00	14.00–15.00	14.00–15.00	13.00–14.00
Common	13.00–15.00	11.50–14.00	10.00–11.50	10.00–12.00	10.00–12.00	10.00–12.00
Fresh veal:						
Choice	28.00–29.00	27.00–28.00	25.00–26.50	29.00–32.00	27.00–30.00	27.00–29.00
Good	26.00–28.00	26.00–28.00	21.00–25.00	26.00–28.00	24.00–26.00	24.00–26.00
Medium	24.00–26.00	23.50–26.00	18.00–21.00	22.00–25.00	20.00–23.00	20.00–23.00
Common	20.00–21.00	20.00–23.00	14.00–17.00	17.00–20.00	15.00–18.00	15.00–18.00
Fresh pork cuts:						
Pork loins—						
8–10 pounds, ave.	24.00–26.00	26.00–27.00	23.00–25.00	24.00–26.00	24.00–26.00	27.00–28.00
10–12 pounds, ave.	23.50–25.00	25.00–26.00	22.50–24.50	23.00–24.00	23.00–24.00	25.00–27.00
12–14 pounds, ave.	22.00–23.50	24.00–25.00	21.50–24.00	22.00–23.00	22.00–23.00	23.00–25.00
14 pounds, over	20.00–22.00	21.50–24.00	20.00–23.00	20.00–22.00	19.00–22.00	20.00–23.00
Shoulders—						
Plain	.....	.....	.....	.....	.....	.....
Skinned	18.50–20.00	19.50–21.00	19.00–20.50	21.00–22.00	21.00–22.00	20.00–23.00
Picnics—						
4–6 pounds, ave.	18.50–20.00	19.00–21.00	18.00–20.50	21.00–22.00	21.00–22.00	23.00–24.00
6–8 pounds, ave.	17.50–19.00	18.00–20.00	17.50–19.50	18.00–22.00	18.00–24.00	20.00–22.00
8 pounds, over	16.00–18.00	16.00–18.00	15.50–18.00	.....	.....	.....
Butts—						
Boneless	.....	.....	.....	23.00–25.00	23.00–25.00	25.00–28.00
Boston style	20.50–22.00	22.00–23.50	19.50–21.50	22.00–23.00	22.00–23.00	22.00–25.00

well in value, as did stockers and feeders. Hogs declined under a liberal run, Chicago losing 15 to 25 cents and Omaha 25 to 35 cents. Sheep and lambs showed fresh advances, which carried top lambs up to $19 to $19.20 at Missouri River markets and the packer top at Chicago to $19.65, the highest January prices on record.

TREND OF MEAT PRICES GENERALLY UPWARD.

[Boston, New York, Philadelphia, and Chicago.]

There was a noticeable improvement in both eastern and western meat trade centers during the week ending January 9. Conditions returned to a more normal basis and prices gradually worked to a higher level. Few delayed cars were reported at eastern markets and wholesalers generally held for firm to slightly higher prices.

Beef.—The extremely light receipts of choice beef at all markets indicates short feeding periods in producing areas and an increasing tendency to market cattle in a condition to meet the demands at consuming centers. This was reflected during the week in liberal receipts and generally higher prices on the medium and common grades. The trade in bulls was a little more active with receipts slightly in excess of the previous week. Kosher chucks and plates at New York were dull to lower during the latter half of the week, while hinds and ribs from koshered cattle developed considerable strength and closed firm. Other kosher markets remained steady to firm at the previous week's prices.

Veal.—Light receipts of veal and a continued good demand caused a generally strong market, with closing prices almost $2 higher than the close of the previous week.

Pork.—The undertone on pork loins was firm with a tendency toward higher prices, while trade in other fresh pork cuts was irregular and prices uneven.

Lamb.—The demand for lambs at the eastern markets and Chicago showed a healthy condition. Friday's prices at Boston were $5 higher, Chicago $3 higher, and other markets from $1 to $2 higher than during the previous week.

Mutton.—Mutton trade showed some improvement over the previous week, although prices were very uneven and demand irregular.

RECEIPTS OF CALVES AT KANSAS CITY IN 1919 BREAK RECORDS.

The new record calf supply of 383,142 head at Kansas City in 1919 was larger than the previous record of 1918 by 57,407 head, an increase of 17.6 per cent. This supply showed an increase of 163,304 head, or 42.6 per cent, when compared with the 10-year average for the period 1909 to 1918, inclusive. Practically every State shipping to this market sent in an increased number of calves, although there was a noticeable decrease in offerings from the Panhandle of Texas. Despite record receipts the prices paid were the highest ever known at this market. From July to October, the high period, $18 was paid frequently. Best in February, the low month, brought $13.50, while at the close of the year offerings sold up to $16, around $1 under the December high spot. Fluctuations were sharp and frequent, but demand for killing classes held up comparatively well, and these unusually high prices prevailed despite smaller competition from country buyers.

RECEIPTS, SHIPMENTS, AND LOCAL SLAUGHTER.

Week Ending Saturday, Jan. 10, 1920.

Market.	Cattle and calves.			Hogs.			Sheep.		
	Receipts.	Shipments.	Local slaughter.	Receipts.	Shipments.	Local slaughter.	Receipts.	Shipments.	Local slaughter.
Chicago	87,040	26,147	60,893	258,057	43,892	214,165	71,749	15,645	56,101
Denver	16,009	10,453	3,726	11,552	981	9,564	21,747	16,410	2,796
East St. Louis	24,852	3,912	18,334	104,887	40,977	81,866	9,838	1,050	9,332
Indianapolis [1]	12,591	6,014	5,838	87,774	47,137	42,244	2,238	2,205	396
Kansas City	49,765	30,197	24,071	82,201	7,889	63,708	32,451	11,561	20,585
Omaha	35,391	12,858	20,591	75,951	10,812	59,598	44,817	20,374	31,188
St. Joseph [1]	17,143	3,814	10,058	74,914	4,051	67,969	23,234	3,148	15,837
St. Paul	21,022	5,968	11,988	82,316	14,725	63,404	12,860	3,549	9,019
Sioux City [1]	17,818	8,322	7,727	65,184	18,012	43,693	12,559	5,367	8,394
Wichita [1]	3,967	3,650	1,821	10,711	749	5,793	359	119	138
Total	285,631	111,365	165,017	853,580	189,225	655,001	231,882	82,428	156,789
Previous week	224,882	88,402	129,349	689,265	169,682	512,011	249,117	95,353	148,898

[1] Week ending Friday, Jan. 9, 1920.

INCREASED NUMBER OF SHEEP DIPPED AT KANSAS CITY IN 1919.

All sheep leaving Kansas City Stock Yards during 1919 for use other than slaughter were dipped, irrespective of the section of the country to which they were shipped. When compared with statistics for 1916, the first year available, 1919 shows a much greater increase in sheep dipped than in stockyards receipts. During 1916, in round numbers, 1,319,000 sheep arrived, of which about 14 per cent were dipped. The increase of receipts for 1919 over 1916 was about 504,000 when 1,824,000 arrived, 25 per cent of which were dipped. The percentage increase of receipts was about 39, and the percentage increase of sheep dipped was about 154. When compared with 1918, 1919 shows a gain in receipts of 14 per cent and of dipped sheep 133 per cent. These figures do not include goats. Authorities say that this persistent dipping will tend to decrease the scabby sheep returned to this and other yards in the future.

ADDITIONAL BRAND INSPECTORS FOLLOW DROUTH-STRICKEN HERDS.

So many cattle from the drouth areas of Wyoming have been received on the Denver market during the past few weeks that the Wyoming Stock Growers' Association recently sent two extra men to that market to inspect brands and look out for estrays. Most of these cattle are on their way to southern pastures and are stopped off at Denver for feed, water and rest.

Although an effort usually is made to "work" the cattle for brands at loading points, lack of time, competent inspectors and adequate facilities have resulted in including many stray brands in the various shipments. Most of these animals are discovered by the inspectors at Denver and "cut out." They are then turned over to one of the local commission firms, sold, and the proceeds remitted to the owner. One shipment of 1,700 head contained 400 cattle bearing a foreign brand and the draft sent the owner amounted to more than $20,000.

The local brand inspection of Wyoming cattle is maintained and controlled by the Wyoming Stock Growers' Association and ordinarily no attention is paid to cattle not bearing the brands of members of the association. Conditions this winter, however, have been so abnormal throughout the State, so many herds have been broken up by one severe storm after another and have drifted so far from their home ranges, and there has been such a hurried and enormous exodus to southern pastures to avert starvation, that local inspectors have given their services to members and nonmembers alike.

STOCKER AND FEEDER SHIPMENTS.

Week Ending Friday, Jan. 9, 1920.

	Cattle.	Hogs.	Sheep.
Market origin:			
Chicago	7,181	.....	12,171
Denver	11,759	624	12,291
East St. Louis	3,061	651	999
Fort Worth	7,169	.....	2,744
Kansas City	12,271	1,002	7,235
Omaha	6,478	1,401	6,363
St. Joseph	1,940	467	1,067
St. Paul	3,116	2,221	681
Sioux City	3,929	429	981
Wichita	1,790	600	.....
Total	58,694	7,395	44,532
State destination:			
Arizona	.....	.....	79
California	27	.....	.....
Colorado	2,065	212	7,290
Connecticut	42	.....	.....
Illinois	5,438	1,322	2,707
Indiana	1,482	.....	150
Iowa	7,560	3,302	2,337
Kansas	6,346	420	3,776
Kentucky	197	.....	.....
Louisiana	36	.....	.....
Maryland	338	.....	1,301
Michigan	258	.....	3,944
Minnesota	840	321	334
Mississippi	512	.....	.....
Missouri	6,549	149	2,246
Nebraska	5,303	281	8,815
New Jersey	.....	.....	469
New Mexico	5,113	416	.....
New York	48	.....	2,943
North Dakota	71	.....	.....
Ohio	1,092	.....	152
Oklahoma	1,282	125	765
Pennsylvania	343	.....	235
South Carolina	66	.....	.....
South Dakota	1,056	154	75
Texas	11,584	156	6,042
Virginia	376	.....	.....
West Virginia	63	.....	.....
Wisconsin	387	54	872
Not given	220	483	.....
Total	58,694	7,395	44,532

DAILY AVERAGE WEIGHT AND COST OF HOGS.

Week Ending January 10, 1920.

[Prices per 100 pounds.]

	Chicago.		East St. Louis.		Kansas City.		Omaha.	
	Av. wt.	Av. cost.	Av. wt.	Av. cost.	Av. wt.	Av. cost.	Av. wt.	Av. cost.
	Lbs.		Lbs.		Lbs.		Lbs.	
Mon	239	$15.06	203	$14.76	191	$14.81	240	$14.54
Tues	245	14.64	228	14.55	203	14.44	243	14.28
Wed	233	14.39	214	14.20	204	14.46	246	14.29
Thurs	229	14.57	208	14.74	202	14.62	236	14.55
Fri	243	14.70	236	14.61	194	14.68	244	14.46
Sat	237	14.68	242	14.69	202	14.70	243	14.54
Average:								
This wk.	237	14.67	219	14.57	201	14.57	242	14.43
Last wk.	231	14.28	....	.....	195	14.23	236	13.91
4 weeks ago	231	12.83	....	.....	180	13.40	248	13.21

The above averages are computed on packer and shipper purchases.

RECEIPTS AND DISPOSITION OF CATTLE AT PUBLIC STOCKYARDS, DECEMBER, 1919.

[69 markets.]

Market.	Receipts.				Local slaughter.				Stocker and feeder shipments.				Total shipments.			
	December.		12 months.		December.		12 months.		December.		12 months.		December.		12 months.	
	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918
Albany	3,795	4,938	39,326	46,078	239	768	3,669	5,779	85	90	770	1,152	3,535	1,200	35,657	40,299
Amarillo	39,000	13,8[illegible]	184,[illegible]70	271,631	158	.....	848	.....	29,151	5,430	122,148	197,138	29,842	13,834	183,823	271,631
Atlanta	1,511	825	18,484	21,715	974	.....	10,854	11,334	.....	193	3,918	1,705	537	825	7,023	10,208
Augusta	632	889	14,354	13,615	323	372	8,848	7,648	192	.....	2,392	3,684	323	517	5,370	5,930
Baltimore	18,590	16,351	229,198	223,246	9,354	9,963	145,357	125,769	600	500	4,612	10,650	9,236	6,448	103,841	101,078
Billings	2,412	1,084	15,996	8,170	.....	46	539	1,192	2,247	442	9,142	3,864	2,247	971	15,142	7,351
Birmingham	1,777	2,055	23,744	21,995	1,747	2,001	21,616	20,595	.....	45	1,242	316	30	51	1,552	1,261
Boston	7,215	9,270	97,545	103,502	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Buffalo	51,957	58,370	749,020	667,671	15,041	15,964	202,300	205,307	3,121	1,910	39,095	31,421	35,317	37,403	546,727	492,364
Chattanooga	1,136	1,459	12,457	13,317	882	592	9,815	8,832	254	264	2,193	2,331	251	264	2,342	3,056
Cheyenne	594	3,232	45,652	47,483	.....	.....	.....	.....	.....	.....	.....	.....	594	3,232	46,652	47,483
Chicago	433,913	428,321	1,253,408	1,447,089	276,093	319,698	3,032,001	3,422,380	65,544	42,380	508,793	401,437	153,314	109,224	1,221,407	1,025,309
Cincinnati	31,847	32,703	440,187	455,291	25,036	25,716	305,313	302,851	2,629	1,767	38,372	29,772	9,808	6,987	161,998	152,490
Cleveland	24,284	21,033	311,558	301,954	18,573	16,778	243,886	223,169	−38	335	6,043	4,013	5,708	4,252	60,672	78,685
Columbia	377	489	6,709	5,192	377	489	[2] 5,609	4,595	.....	.....	[2] 479	209	.....	.....	[2] 1,100	784
Columbus	378	411	2,767	3,491	11	13	188	374	.....	.....	91	30	367	98	2,579	3,117
Dallas	694	1,492	9,961	11,984	694	1,102	9,011	11,984	.....	.....	.....	.....	.....	.....	50	.....
Dayton	2,921	2,353	30,792	29,561	1,488	2,056	24,741	25,434	.....	.....	391	829	993	297	5,901	4,127
Denver	101,015	57,149	823,727	728,268	17,992	17,072	174,350	185,043	58,839	31,945	483,320	402,210	78,067	42,483	642,496	543,570
Detroit	24,969	16,848	227,228	252,326	16,495	13,852	188,857	192,322	442	511	17,084	6,334	8,471	2,996	38,407	60,004
Dublin	88	20	2,286	2,419	.....	20	.....	498	.....	.....	359	295	63	.....	2,142	1,946
East St. Louis	142,158	135,359	1,472,830	1,509,499	102,818	110,475	1,018,740	1,139,805	21,808	19,753	234,045	225,073	39,340	23,884	454,150	369,604
El Paso	12,478	10,759	202,777	211,032	1,788	2,945	24,151	19,294	8,673	7,190	150,732	177,559	9,371	7,094	175,007	194,651
Emeryville	3,414	3,057	36,015	32,279	3,411	3,057	35,747	32,191	.....	.....	268	283	.....	.....	268	383
Erie	6,117	3,139	37,947	56,582	1,141	820	12,926	13,054	.....	.....	.....	.....	4,976	2,319	25,021	43,528
Evansville	3,182	4,307	38,017	44,643	1,138	1,206	15,758	14,568	150	214	1,470	2,498	2,044	3,101	22,259	30,075
Fort Worth	103,695	126,660	1,266,635	1,665,009	46,756	83,732	715,099	954,038	42,787	21,129	326,983	392,496	50,867	27,413	475,386	561,817
Fostoria	1,002	545	10,850	9,581	148	190	2,381	2,626	360	143	4,644	3,437	832	447	8,114	6,654
Indianapolis	40,554	34,934	515,347	504,190	19,[illegible]	21,282	245,263	268,428	4,621	4,103	50,033	55,722	20,894	13,672	270,084	235,762
Jacksonville	392	1,400	16,331	30,764	392	1,109	15,665	38,422	.....	.....	244	1,048	2	.....	670	1,229
Jersey City	59,754	51,399	744,826	649,620	59,754	51,399	744,826	649,620	.....	.....	.....	.....	.....	.....	31	.....
Kansas City	235,300	295,411	3,085,067	3,319,511	113,340	181,228	1,617,169	1,915,017	70,008	76,181	1,035,609	1,053,415	98,561	107,405	1,466,643	1,422,395
Knoxville	2,088	1,625	21,193	19,038	883	780	8,999	8,731	310	759	8,190	7,554	1,205	816	12,357	10,354
Lafayette	1,911	1,015	16,882	13,954	492	330	7,159	5,348	192	37	1,509	740	1,419	679	9,723	8,619
Lancaster	16,006	18,556	238,982	303,705	4,059	3,110	45,185	27,751	6,234	4,702	95,062	93,037	11,917	15,446	193,797	275,729
Lousport	10	104	695	1,276	8	.....	54	38	10	31	58	215	35	101	614	1,172
Louisville	17,229	13,244	245,377	218,428	6,488	4,933	87,385	74,385	2,733	2,227	35,536	24,055	10,748	8,308	158,987	144,042
Marion	1,149	61	13,106	1,510	8	61	4,095	298	8	.....	1,048	954	1,409	.....	12,011	1,217
Memphis	1,183	141	5,540	3,685	32	.....	4,169	.....	70	.....	282	.....	888	141	4,213	3,685
Milwaukee	29,516	34,115	398,136	370,431	23,231	26,726	334,423	320,738	876	690	15,744	10,613	6,285	4,389	63,711	49,693
Montgomery	3,237	1,484	34,936	31,295	319	.....	2,752	.....	623	182	9,363	5,957	3,035	1,484	47,888	34,109
Nashville	7,351	5,844	83,057	85,585	3,556	2,087	40,875	31,721	850	400	11,042	2,683	3,961	3,510	42,182	35,633
Nebraska City	229	105	2,147	859	.....	.....	19	.....	.....	.....	508	238	229	38	2,108	2,379
New Brighton	18,099	11,880	120,583	85,963	.....	.....	.....	.....	13	32	757	2,826	17,908	11,588	120,229	80,663
New Orleans	16,822	15,772	191,340	174,482	14,394	13,331	162,535	160,409	1,395	1,534	18,326	5,933	2,115	2,059	31,090	16,779
New York	26,643	26,855	402,221	385,121	26,478	26,855	399,510	385,121	.....	.....	.....	.....	188	.....	2,711	.....
Omaha	165,762	173,443	1,975,230	1,903,356	99,814	107,923	1,135,517	1,137,977	42,818	43,689	658,354	525,008	65,951	65,520	839,719	855,389
Parsons	1,677	380	6,045	3,452	42	.....	90	53	.....	.....	.....	462	1,635	380	6,005	3,459
Peoria	2,848	2,452	27,193	34,688	1,473	2,043	17,849	25,769	.....	36	500	2,208	1,369	409	9,344	5,919
Philadelphia	14,943	13,425	201,047	193,693	14,490	13,030	195,508	185,587	.....	.....	.....	.....	453	419	5,539	8,076
Pittsburgh	51,947	36,278	616,263	522,683	9,444	10,859	150,987	163,163	.....	.....	.....	.....	41,853	26,414	459,336	350,881
Portland	11,985	8,956	125,209	119,639	5,665	4,416	62,208	65,111	2,592	1,559	21,329	17,658	6,167	4,166	63,301	61,132
Pueblo	22,507	18,242	216,912	205,391	.....	.....	.....	.....	3,536	.....	6,956	78,775	23,588	18,290	214,360	201,285
Richmond	1,629	2,005	28,540	22,497	924	1,051	16,700	12,758	160	75	1,845	1,438	705	954	11,840	9,729
St. Joseph	74,337	89,622	750,451	869,888	50,132	57,175	531,100	569,110	8,166	8,708	124,096	115,516	22,858	24,250	218,991	299,271
St. Louis	8,584	11,482	80,511	124,168	8,584	11,225	80,511	118,572	.....	.....	.....	.....	.....	257	.....	4,596
St. Paul	125,893	139,798	1,490,926	1,430,498	61,441	46,989	529,562	615,635	25,130	27,772	416,408	336,968	59,185	88,111	935,176	895,676
Salt Lake City	6,117	2,487	66,698	53,906	1,908	1,842	18,866	23,184	2,936	230	25,188	2,680	4,509	645	47,714	30,976
San Francisco	27,430	12,461	250,097	175,919	1,280	678	14,468	20,015	16,171	4,697	137,464	53,433	25,841	11,783	235,629	155,904
Seattle	5,648	4,863	66,024	56,036	5,424	4,852	63,621	55,618	0	31	64	258	224	31	2,403	418
Sioux City	75,723	77,915	$11,093	$17,593	42,522	35,216	362,570	385,253	22,345	26,538	328,984	302,920	37,802	43,187	458,915	432,064
Sioux Falls	605	235	7,754	6,962	202	30	1,428	857	61	26	614	3,780	454	160	6,090	5,671
Stockton	10,065	4,822	74,003	51,086	3,988	2,559	36,402	36,053	9,371	1,931	27,671	11,864	9,709	2,183	38,668	14,751
Tacoma	1,490	1,543	28,540	26,883	1,565	2,258	24,338	25,528	.....	.....	3,137	1,367	3	84	3,441	2,189
Toledo	14,848	3,993	57,231	44,289	1,198	777	13,487	12,539	60	24	4,288	5,355	10,650	3,216	43,714	32,150
Watertown	2,084	1,913	22,559	18,042	1,603	1,184	20,380	15,253	36	24	459	122	481	752	2,179	2,789
Wichita	22,739	27,361	310,965	303,914	10,056	13,842	133,298	145,099	6,899	11,467	115,847	187,532	12,683	13,519	177,668	218,914
Total	2,190,648	2,150,541	24,701,314	25,385,695	1,200,889	1,383,517	13,713,628	14,970,189	469,903	366,473	5,288,490	5,013,039	981,106	796,486	19,763,440	19,507,949
Increase or decrease [3]	40,107	.....	−681,291	.....	−182,628	.....	−1,256,561	.....	103,430	.....	275,469	.....	184,620	.....	455,491	.....
Per cent	1.9	.....	−2.7	.....	−13.2	.....	−8.4	.....	28.2	.....	5.5	.....	23.2	.....	4.4	.....

[1] Disposition of stock not reported by Boston.
[2] Disposition of stock not reported by Columbia for the first six months of 1919.
[3] Decrease indicated by minus sign (−).

RECEIPTS AND DISPOSITION OF HOGS AT PUBLIC STOCKYARDS, DECEMBER, 1919.

[69 markets.]

Market.	Receipts.				Local slaughter.				Stocker and feeder shipments.				Total shipments.			
	December.		12 months.		December.		12 months.		December.		12 months.		December.		12 months.	
	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918
Albany	95	150	2,338	4,510	95	150	1,542	817					95		891	3,693
Amarillo	411	345	2,250	10,855							293	42	411	345	2,250	10,855
Atlanta	5,328	4,811	82,918	46,515	4,219		36,841	23,920		969	3,709	1,128	1,119	1,811	45,148	22,592
Augusta	1,197	802	8,791	8,355	701	463	4,513	3,444		23	680	576	193	339	4,248	4,911
Baltimore	111,302	98,920	962,927	804,497	82,863	58,526	661,115	514,326					28,439	10,394	301,812	290,171
Billings	697	776	10,581	4,982	42	11	172	1,013	130	103	2,848	1,080	130	311	9,610	3,277
Birmingham	2,591	2,345	23,558	13,793	2,594	2,354	23,558	13,601				128				169
Boston	802	997	22,309	14,157	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Buffalo	140,772	186,924	1,351,940	1,300,738	81,977	107,734	730,017	617,038		18	95	601	58,795	79,190	621,923	683,691
Chattanooga	991	1,347	14,320	13,033	864	1,064	12,806	7,412	130	283	715	1,917	130	283	1,531	3,127
Cheyenne	1,120		2,655	595									1,120		2,655	595
Chicago	1,043,311	999,794	8,672,476	8,614,190	886,407	977,905	7,571,841	7,643,326	276	508	13,867	24,450	155,901	21,889	1,109,635	970,864
Cincinnati	176,213	162,177	1,674,083	1,462,702	88,088	70,184	823,381	706,105			1,414	1,668	88,125	91,993	849,105	756,597
Cleveland	155,161	197,282	1,083,765	1,313,575	101,389	160,068	729,016	850,205				308	53,772	37,214	351,749	463,370
Columbia	908	1,055	5,899	3,353	908	1,055	2 5,899	2,803			(2)				(2)	436
Columbus	9,966	14,750	52,182	65,425	451	555	4,365	6,907	10	7	606	1,160	9,512	14,195	47,817	58,518
Dallas	4,196	3,942	45,416	61,639	4,196	3,942	44,680	61,639							736	
Dayton	13,917	14,662	108,575	117,929	7,986	6,345	61,442	60,236				140	5,931	8,317	47,133	57,693
Denver	29,130	37,952	367,634	383,513	22,702	36,848	335,577	366,216	5,530	1,191	31,524	17,360	6,111	1,191	32,574	17,725
Detroit	52,077	58,250	389,037	408,372	43,302	50,729	335,567	286,997	134	673	7,740	1,474	8,775	7,521	53,470	121,375
Dublin	147	150	2,650	3,609				315	25		68	309	114	150	2,457	3,118
East St. Louis	442,229	392,067	3,650,534	3,256,400	257,910	308,951	2,230,758	2,276,208	2,006	3,095	98,175	76,815	134,319	83,116	1,419,776	980,192
El Paso	1,214	1,313	16,731	19,417	816	638	8,771	6,883	405	80	4,318	8,429	405	528	7,739	12,506
Emeryville	890	977	10,129	5,311	890	977	10,129	5,310								
Erie	10,625	6,101	42,562	78,389	2,156	1,120	16,490	15,387					8,469	4,981	26,072	63,002
Evansville	23,766	28,791	255,276	221,738	3,318	1,621	31,509	39,750	812	100	9,571	9,920	20,448	27,170	223,767	181,988
Fort Worth	44,917	111,423	588,004	762,486	37,392	104,277	463,641	568,253	1,916	2,374	55,136	89,382	6,059	5,269	192,240	166,336
Fostoria	11,898	15,531	78,582	96,350	1,407	660	10,249	12,690	172	50	3,287	5,067	10,491	14,871	68,887	83,645
Indianapolis	388,057	329,436	2,936,493	2,749,976	159,150	184,514	1,434,319	1,394,252	2,791	469	41,361	45,369	228,907	141,922	1,502,174	1,355,724
Jacksonville	7,291	16,611	78,461	72,099	6,399	15,636	66,005	67,550	119	607	1,141	2,862	886	607	11,149	4,071
Jersey City	45,441	106,441	467,560	566,131	45,441	106,441	467,560	566,131								
Kansas City	309,649	455,430	3,140,530	3,327,722	268,736	365,692	2,600,430	2,655,299	17,300	9,232	243,837	171,929	41,199	80,024	522,207	527,497
Knoxville	7,310	325	36,936	11,559	828	18	2,851	702		80	482	1,241	6,482	307	34,085	10,857
La Fayette	32,319	24,102	198,554	185,949	3,538	2,114	36,567	32,505	493	15	3,073	1,304	28,781	21,988	161,987	151,250
Lancaster	11,770	35,071	62,649	577,587	1,759	1,026	12,878	7,889					10,011	34,045	49,771	569,425
Logansport	4,428	2,826	15,848	15,421	484	23	1,297	62		14	182	314	3,944	2,451	14,551	14,546
Louisville	62,677	74,445	750,285	757,912	19,668	10,723	172,741	137,930	365	546	27,586	16,788	43,009	63,722	577,544	619,982
Marion	32,462	8,744	154,958	49,215	878	558	9,714	1,450	152		3,754	1,234	31,609	9,001	145,198	47,463
Memphis	4,016	1,281	11,369	3,152	851		2,312		127		227		2,958	1,281	8,679	3,152
Milwaukee	63,923	108,826	584,556	544,944	59,658	98,789	534,063	462,849	73	118	438	400	4,265	19,037	50,493	82,695
Montgomery	7,477	8,766	170,875	47,897	418		2,927		173		22,411	640	7,159	8,766	173,569	47,416
Nashville	71,715	80,521	727,030	580,961	6,888	6,364	66,943	56,710		500	28,060	36,217	64,827	74,157	660,087	524,251
Nebraska City	31,318	36,341	297,904	273,906	26,067	33,441	271,418	263,762			68	118	4,206	1,273	26,576	8,250
New Brighton	263	389	3,135	3,728					263		1,877	825	263	389	2,630	3,728
New Orleans	8,174	6,163	62,805	49,606	6,290	4,363	43,269	36,238	30	315	2,750	2,914	1,360	2,000	18,032	16,170
New York	65,029	60,541	677,413	650,708	65,029	60,541	677,379	650,708							34	
Ogden	7,114	11,148	103,834	59,233	3,582	8,007	66,796	52,336	2,677		12,665	714	3,532	3,141	39,077	6,897
Oklahoma City	30,292	77,938	470,056	571,066	23,354	98,366	360,105	503,960	2,919	2,075	43,459	68,478	5,159	3,518	85,056	96,567
Omaha	254,181	360,213	3,179,116	3,429,533	213,412	332,152	2,530,833	2,540,938	142	1,811	8,253	12,921	40,769	28,061	648,283	888,595
Pasco	902	505	6,635	6,033	7		25	85				857	895	505	6,610	5,948
Peoria	56,569	61,308	390,243	394,581	21,212	17,211	153,207	143,426	104		372	4,410	35,357	44,097	237,036	251,155
Philadelphia	42,731	29,259	344,791	273,142	40,435	28,563	328,781	263,739				652	2,296	696	16,010	9,403
Pittsburgh	223,349	202,483	1,778,726	1,808,080	30,875	32,495	278,902	278,787					192,938	170,284	1,501,488	1,519,454
Portland	15,218	31,753	204,870	228,244	8,165	19,445	102,654	136,986	969	1,179	15,190	18,160	7,244	12,715	98,980	99,381
Pueblo	2,151	2,176	23,747	22,653				142				214	2,078	2,122	24,051	22,457
Richmond	31,503	16,111	156,279	59,893	31,212	15,758	153,890	57,489		68	821	138	291	353	2,389	2,464
St. Joseph	267,512	315,259	2,126,322	2,351,013	239,899	287,516	1,918,730	2,064,221	1,943	4,418	27,414	33,722	27,418	27,314	208,692	285,380
St. Louis	77,461	82,434	568,555	858,719	77,461	82,434	568,471	828,957			84				84	29,762
St. Paul	266,624	312,741	2,189,716	2,061,390	198,303	277,338	1,317,338	1,306,582	15,230	39,391	103,240	172,569	67,629	157,170	867,914	877,195
Salt Lake City	7,694	6,199	52,870	45,015	4,692	5,912	38,859	39,084		24	3,525	1,241	3,002	287	13,461	5,931
San Antonio	3,254	2,684	24,663	30,391	793	756	7,511	14,927	572	393	2,185	1,933	2,461	1,928	17,152	15,676
Seattle	14,188	20,512	126,225	127,036	13,896	20,200	124,323	125,259	292	312	1,507	1,777	292	312	1,902	1,777
Sioux City	194,967	235,772	2,321,551	2,421,166	140,055	176,201	1,410,826	1,510,632	2,867	5,391	33,009	41,004	52,072	60,456	912,970	911,283
Sioux Falls	8,750	11,082	173,938	62,276	6	13	79	214	137	319	1,984	3,024	8,681	10,774	168,732	59,277
Spokane	5,468	6,381	60,360	44,339	1,557	5,348	31,600	33,574	5,493	73	15,331	8,638	5,619	254	21,679	9,743
Tacoma	3,831	4,512	30,108	31,576	4,112	4,785	31,098	29,740			287	96	116	33	1,015	630
Toledo	52,081	43,089	232,129	254,875	9,416	3,681	53,074	46,321	381	107	1,730	1,009	42,665	39,515	179,055	208,661
Washington	9,124	5,166	71,719	55,604	9,124	5,047	71,439	54,032						119	280	1,572
Wichita	43,489	73,380	494,003	617,745	41,259	71,248	469,127	502,795	2,124	2,038	19,637	86,760	2,230	2,132	24,876	114,950
Total	5,057,649	5,611,998	45,035,949	45,378,534	3,420,588	4,278,896	30,571,250	30,959,068	69,372	78,972	901,977	988,459	1,632,777	1,464,867	14,363,786	14,370,421
Increase or decrease [3]	−554,349		−342,585		−858,308		−384,818		−9,600		−86,482		167,910		−6,635	
Per cent	−9.9		−0.8		−20.1		−1.2		−12.2		−8.7		11.5		−0.0	

[1] Disposition of stock not reported by Boston.
[2] Disposition of stock not reported by Columbia first six months of 1919.
[3] Decrease indicated by minus sign (−).

RECEIPTS AND DISPOSITION OF SHEEP AT PUBLIC STOCK YARDS, DECEMBER, 1919.

[69 markets.]

Market.	Receipts.				Local slaughter.				Stock and feeder shipments.				Total shipments.			
	December.		12 months.		December.		12 months.		December.		12 months.		December.		12 months.	
	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918	1919	1918
Albany	254	200	672	702	124	90	293	435	.....	.....	.....	.....	130	110	379	267
Amarillo	75,322	3,335	235,512	154,929	.....	.....	.....	.....	70,712	421	116,267	49,663	75,322	3,335	235,512	154,929
Atlanta	80	.....	2,039	538	80	.....	1,442	379	.....	.....	346	.....	.....	.....	350	159
Augusta	.....	.....	480	345	.....	.....	182	155	.....	.....	272	.....	.....	.....	272	190
Baltimore	14,751	20,784	370,955	359,261	5,515	7,876	103,383	84,514	60	.....	1,472	1,100	9,236	12,908	267,572	274,747
Billings	15,882	2,356	77,133	24,608	.....	.....	43	.....	15,050	106	16,481	13,487	15,050	2,356	75,670	21,372
Birmingham	.....	716	1,776	1,173	.....	.....	446	1,157	.....	.....	250	.....	.....	16	330	16
Boston	713	535	1,355	3,745	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Buffalo	109,801	102,427	1,100,072	903,553	31,128	17,680	231,175	141,785	1,688	1,546	13,682	21,153	78,373	84,747	868,897	761,768
Chattanooga	362	72	2,730	2,656	204	55	1,734	1,978	158	17	856	592	158	17	996	625
Cheyenne	14,400	4,978	441,546	370,826	.....	.....	.....	.....	.....	.....	.....	.....	14,400	4,978	441,546	370,826
Chicago	180,556	126,428	5,243,957	4,629,736	379,867	312,882	3,934,952	3,424,526	90,524	72,739	1,106,034	967,995	100,689	83,546	1,309,005	1,205,210
Cincinnati	10,543	5,649	334,692	274,554	5,837	4,123	81,311	52,080	282	.....	8,145	4,730	4,676	1,526	254,759	222,474
Cleveland	65,612	46,233	466,978	370,262	16,158	20,244	175,634	131,794	.....	82	3,641	3,469	49,454	25,989	291,244	238,468
Columbia	.....	.....	213	281	.....	.....	(2) 213	249	.....	.....	(2)	.....	.....	.....	(2)	17
Columbus	.....	.....	1,240	1,169	.....	.....	423	27	.....	.....	.....	.....	.....	.....	817	1,142
Dallas	.....	26	432	284	.....	26	429	284	.....	.....	.....	.....	.....	.....	3	.....
Dayton	373	200	11,261	4,421	218	151	3,701	1,965	.....	.....	.....	.....	155	49	7,560	1,989
Denver	239,091	149,758	2,087,152	1,651,759	16,090	13,624	240,821	174,483	212,412	146,760	1,290,151	921,304	222,306	152,274	1,821,583	1,483,740
Detroit	59,728	38,275	344,068	278,643	30,101	24,262	211,997	137,561	486	439	8,330	3,206	29,627	14,013	132,071	141,082
Dublin	.....	.....	24	.....	.....	.....	.....	.....	.....	.....	24	.....	.....	.....	24	.....
East St. Louis	66,154	32,327	723,895	536,406	55,378	30,560	598,514	468,260	5,696	1,767	69,722	47,697	10,776	1,767	125,381	68,146
El Paso	41,679	3,698	251,449	87,751	115	21	3,339	6,439	42,232	.....	138,810	43,007	42,232	3,677	243,735	82,780
Emeryville	11,254	10,987	155,946	98,281	11,254	10,987	155,596	101,310	.....	.....	.....	.....	.....	.....	350	.....
Erie	8,385	4,719	38,284	108,956	303	223	3,857	2,849	.....	.....	.....	.....	8,082	4,496	34,427	106,107
Evansville	159	243	13,979	11,349	18	39	1,127	790	.....	.....	125	108	141	204	12,852	10,559
Fort Worth	32,110	18,289	453,292	334,596	11,079	10,117	163,925	130,677	19,376	6,016	163,469	111,119	19,376	6,016	276,326	174,621
Fostoria	2,430	1,813	11,327	9,643	5	10	75	376	.....	.....	85	127	2,425	1,803	11,234	9,250
Indianapolis	10,275	6,055	131,329	113,828	1,564	965	26,317	15,903	.....	52	.....	5,447	8,711	5,090	105,012	97,925
Jacksonville	.....	.....	1,809	1,885	.....	.....	628	1,386	.....	.....	892	355	.....	.....	1,179	502
Jersey City	126,704	72,222	1,531,809	1,094,972	126,704	72,222	1,531,809	1,094,972	.....	.....	.....	.....	.....	.....	.....	.....
Kansas City	130,023	92,411	1,945,353	1,667,463	81,211	57,931	1,176,185	950,763	41,233	31,955	671,577	602,002	45,741	36,492	782,655	743,780
Knoxville	11	589	1,969	1,891	.....	.....	756	503	.....	569	1,041	1,355	11	569	1,213	1,388
LaFayette	882	253	8,340	4,544	150	85	1,532	1,152	54	11	762	1,107	732	168	6,808	3,392
Lancaster	6,252	11,044	73,808	257,029	48	80	1,067	661	.....	.....	.....	.....	6,204	10,964	72,741	256,389
Logansport	27	38	344	478	.....	.....	.....	.....	4	.....	17	39	27	38	344	478
Louisville	1,466	1,078	272,515	256,706	812	599	23,709	24,250	352	.....	30,875	26,644	654	479	248,806	232,456
Marion	6,045	425	31,768	2,126	15	32	371	56	118	7	1,462	491	6,030	523	31,422	2,142
Memphis	18	473	1,321	2,161	18	.....	364	.....	.....	.....	.....	.....	.....	473	957	2,161
Milwaukee	3,872	4,599	64,821	57,108	3,714	3,260	42,034	34,474	1	659	1,230	4,471	158	1,339	22,787	22,632
Montgomery	97	538	7,360	6,425	1	.....	793	.....	.....	.....	243	122	96	538	6,404	6,352
Nashville	732	435	146,823	114,064	168	275	15,200	12,836	188	.....	19,228	2,043	564	160	131,623	101,228
Nebraska City	.....	.....	1,265	465	.....	.....	.....	.....	.....	.....	935	203	.....	68	1,265	479
New Brighton	425	14,759	275,841	203,366	.....	.....	.....	.....	.....	.....	32,824	.....	425	14,759	275,841	199,092
New Orleans	337	1,086	6,343	9,144	270	571	3,695	6,506	45	428	1,279	1,595	45	428	1,967	2,083
New York	33,626	24,215	291,091	271,470	33,626	25,215	291,091	271,470	.....	.....	.....	.....	.....	.....	.....	.....
Ogden	40,519	24,691	516,412	423,316	3,349	.....	23,915	43,082	37,170	8,205	171,287	40,766	37,170	24,691	492,497	380,234
Oklahoma City	1,674	2,307	19,055	31,516	1,111	1,422	7,651	13,768	240	1,698	5,850	5,490	431	2,287	8,714	17,835
Omaha	279,752	189,983	3,789,188	3,385,696	163,262	112,135	1,639,040	1,433,183	102,887	50,978	1,787,236	1,591,704	116,490	77,848	2,150,148	1,952,513
Pasco	9,591	2,696	131,154	58,447	1	.....	12	5	9,590	2,696	131,142	58,554	9,590	2,696	131,142	58,554
Peoria	634	110	3,578	1,195	40	110	1,191	1,075	.....	.....	1,291	120	594	.....	2,387	120
Philadelphia	29,964	22,019	297,702	231,442	29,616	21,779	285,601	219,572	.....	.....	.....	.....	596	240	12,349	11,870
Pittsburgh	91,282	43,741	766,978	552,848	7,144	10,847	103,261	94,993	.....	.....	.....	.....	84,061	33,827	664,005	449,607
Portland	15,962	13,298	214,523	149,331	8,873	7,036	108,984	76,642	4,494	1,913	26,565	17,983	5,590	6,273	100,677	75,888
Pueblo	56,402	32,862	836,452	761,959	.....	.....	.....	.....	307	.....	388	19,803	56,363	31,362	841,203	747,483
Richmond	157	764	9,514	6,919	102	585	6,304	4,649	35	.....	1,754	1,112	55	179	3,210	2,270
St. Joseph	99,803	50,324	1,006,960	827,489	72,90	38,137	705,689	579,750	14,350	5,963	199,818	126,333	20,172	12,076	295,639	247,614
St. Louis	576	1,288	5,531	31,621	576	756	5,531	14,784	.....	.....	.....	.....	.....	532	.....	16,837
St. Paul	63,688	46,207	911,885	630,203	40,116	23,396	251,063	175,524	7,108	10,949	201,143	109,009	24,806	26,314	675,850	462,505
Salt Lake City	38,633	18,409	387,962	423,664	5,131	650	17,220	26,483	20,160	6,187	277,152	214,879	33,522	17,759	369,515	400,273
San Antonio	13,651	2,042	88,377	40,688	35	69	928	852	13,264	687	46,196	16,683	13,616	1,973	87,449	39,836
Seattle	13,596	10,535	101,654	51,934	13,596	10,535	101,384	51,934	.....	.....	.....	.....	.....	.....	270	.....
Sioux City	104,667	48,148	686,265	387,423	48,077	33,261	281,820	210,376	24,533	4,965	272,233	128,791	56,134	15,801	408,190	177,546
Sioux Falls	833	120	37,132	1,509	.....	.....	125	33	.....	.....	28,268	286	833	.....	34,168	1,075
Spokane	4,862	980	116,833	102,312	875	590	13,145	9,303	4,650	.....	34,634	23,680	4,868	229	98,081	92,740
Tacoma	3,462	3,636	33,277	28,391	4,021	3,090	36,587	24,174	.....	.....	634	1,073	3	6	920	1,937
Toledo	11,973	4,147	34,329	28,517	62	366	3,789	1,921	.....	.....	242	.....	11,911	3,781	50,670	26,760
Washington	1,335	683	19,646	8,385	1,335	683	19,646	8,067	.....	.....	.....	59	.....	.....	.....	318
Wichita	3,247	3,426	58,853	39,842	1,221	326	5,774	3,931	188	1,843	19,392	15,946	2,023	3,100	53,079	35,911
Total	2,156,714	1,625,994	27,261,628	22,490,205	1,213,556	908,978	12,651,803	10,273,136	739,707	359,658	6,955,752	5,207,502	1,230,834	736,889	14,584,077	12,202,680
Increase	530,720	.....	4,771,423	.....	304,578	.....	2,378,667	.....	380,049	.....	1,748,250	.....	493,945	.....	2,381,397	.....
Per cent	31.1	.....	21.2	.....	33.5	.....	23.2	.....	105.7	.....	33.6	.....	67.0	.....	19.5	.....

[1] Disposition of stock not reported by Boston.

[2] Disposition of stock not reported by Columbia for the first six months of 1919.

RECEIPTS AND DISPOSITION OF HORSES AND MULES AT PUBLIC STOCKYARDS, DECEMBER, 1919.

[63 markets.]

Market.	Receipts.				Shipments.			
	December.		12 months.		December.		12 months.	
	1919	1918	1919	1918	1919	1918	1919	1918
Amarillo	2,670	734	15,014	14,655	2,670	734	15,014	14,655
Atlanta	6,977	6,969	60,327	78,160	6,977	6,969	60,327	78,071
Augusta	2,327	2,785	22,089	33,219	2,327	2,640	21,722	31,859
Baltimore	495	420	4,961	8,670	670	475	5,721	8,894
Billings	107	33	1,841	1,363	90	32	1,612	1,635
Boston		8	276	253	(1)	(1)	(1)	(1)
Buffalo	789	1,370	18,594	10,034	789	1,370	18,594	10,033
Cheyenne	352		2,076	3,824	352		2,076	3,824
Chicago	3,373	2,754	45,762	87,820	3,729	3,005	46,534	88,908
Cincinnati	2,553	1,218	18,880	18,521	2,553	1,218	18,880	18,521
Cleveland	280	180	5,260	4,320	280	180	5,260	4,320
Columbia	199	86	1,174	1,271	199		[2] 1,174	121
Columbus	109	83	1,224	2,035	109	83	1,224	2,035
Dallas				58				14
Dayton			47	74			47	74
Denver	3,551	608	22,936	14,599	3,445	713	22,698	14,695
Detroit	397	110	1,835	3,544	397	110	1,835	3,544
Dublin	13		13	245	13		13	193
East St. Louis	18,961	15,584	250,311	241,751	19,979	15,537	234,518	232,191
El Paso	1,543	340	16,295	9,126	1,456	371	15,958	9,154
Emeryville				20				20
Erie	185	58	761	1,608	185	58	761	1,608
Evansville	148	96	1,135	1,080	148	96	1,135	1,080
Fort Worth	6,767	4,623	60,363	78,881	6,767	5,687	61,526	83,120
Indianapolis	814	1,598	9,080	19,608	814	1,598	9,050	19,608
Jacksonville			18				18	
Jersey City	161	2,110	10,574	42,185	161	2,110	10,574	42,185
Kansas City	6,879	4,065	82,852	84,628	8,094	4,626	80,705	85,226
Knoxville	1,475	682	7,214	6,430	1,593	718	7,107	6,630
Lancaster	293	105	2,068	11,228	293	105	2,068	11,107
Louisville	767	943	11,274	16,967	767	943	11,274	16,967
Marion	78		977	141	78		977	141
Memphis		2,281	32,598	33,116		2,281	29,488	32,681
Milwaukee	142	25	1,879	2,185	142	25	1,879	2,185
Montgomery	2,895	2,874	22,291	24,102	2,926	2,874	22,316	24,044
Nashville	9,526	11,324	97,425	103,818	9,526	11,324	97,425	103,241
Nebraska City	6		342	83	6	31	332	91
New Brighton	56	26	9,489	1,097	56	26	9,487	1,068
New Orleans	78		368	556	80		261	280
New York	61	49	1,952	307	61	49	1,952	307
Ogden	191	411	6,467	18,899	191	411	6,467	18,899
Oklahoma City	1,479	828	9,951	12,687	1,749	867	10,390	16,562
Omaha	760	438	25,201	22,212	760	449	25,201	20,790
Pasco	4		380	159	4		380	159
Peoria	3		171	125	3		171	113
Philadelphia	138	368	7,222	7,800	138	368	7,222	3,646
Pittsburgh	1,476	1,272	17,992	35,265	1,476	1,272	17,992	35,299
Portland	254	103	2,308	2,483	254	105	2,309	2,619
Pueblo	470	147	3,812	3,798	474	147	3,782	3,796
Richmond	2,296	2,355	25,100	23,970	2,914	1,904	24,596	21,643
St. Joseph	3,222	1,971	43,380	39,260	2,899	1,905	42,938	38,828
St. Louis		91		930		85		924
St. Paul	562	139	11,228	6,541	595	158	10,824	6,473
Salt Lake City	109	121	1,484	1,573	109	121	1,473	1,572
San Antonio	2,109	1,577	29,881	29,955	2,109	1,577	29,881	29,955
Seattle	28	57	923	420	28	57	923	420
Sioux City	958	605	16,272	23,396	899	638	16,108	23,635
Sioux Falls	31	18	253	243	31	18	253	243
Spokane	296	83	2,926	4,733	435	23	2,844	4,599
Tacoma			63	12			57	10
Toledo	513	155	2,788	1,789	513	156	2,740	1,785
Washington			30	396			30	396
Wichita	2,517	688	16,750	11,150	2,501	688	16,734	11,350
Total	92,453	75,572	1,066,157	1,209,198	95,814	76,937	1,044,747	1,187,966
Increase or decrease [3]	16,881		−143,041		18,877		−143,219	
Per cent	22.3		−11.8		24.5		−12.1	

[1] Disposition of stock not reported by Boston.
[2] Disposition of stock not reported by Columbia for first 6 months of 1919.
[3] Decrease indicated by minus sign (−).

REQUEST FOR THE MARKET REPORTER.

For the time being The Market Reporter will be sent free of charge to applicants who transmit statements showing the need for it. Anyone who wishes to receive The Market Reporter regularly should make request to the Bureau of Markets, U. S. Department of Agriculture, Washington, D. C., giving (a) full name and address, (b) business or occupation, (c) kind or kinds of farm products in which interested, and (d) the names of periodicals or reports (mimeographed or printed) that are being received or have been received regularly from the Bureau of Markets or any other branch of the United States Department of Agriculture.

DIRECT MARKETING.

(Continued from front page.)

Business Correspondence.

Unfortunately business correspondence is generally disliked. This seems particularly true of many persons who have engaged in direct marketing. Orders for produce to be supplied at a certain time have been neglected without the customer being notified. In an extensive business, correspondence can be reduced for both producers and consumers by the use of printed lists or cards which can be used for order blanks.

Agreeing on Prices.

It is difficult for producers and consumers to agree on fair prices. Farmers have an erroneous idea of the prices that city people are willing to pay, while most city dwellers think that the farmer receives very low prices when selling locally. Farmers often ask exorbitant prices, while city purchasers often expect produce at prices which would allow no profit to the farmer. Farmers will not sell direct to consumers unless they can make a profit larger than that made by marketing by other methods, while city purchasers should make a saving or obtain a superior article. A proper understanding of this question will assist producers and consumers in agreeing on prices.

Bases for Prices.

It is often difficult to decide how to determine prices. The use of the local country price or the wholesale city price as a basis often has proved satisfactory. City persons often will not accept the farmers' quotation of the country price as being correct, but few have any other means of learning country prices. When prices are rising, consumers believe that higher prices than necessary are asked. If the farmer permits the consumer to pay on the basis of the local retail city price, he often believes that the correct price is not used. Difficulty in interpreting produce quotations hinders agreement on a basis for determining prices. Produce quotations often are not reliable and entire dependence can not be placed in them.

Arranging for Payments.

Owing to the lack of confidence between strangers, arranging for payments is difficult. The farmer desires cash in advance, for he does not wish to send produce to strangers without being sure of receiving his pay. This system is not satisfactory to many consumers, because frequent payments must be made and the exact price is not always known in advance of receipt of the shipment.

If a producer is satisfied as to the reliability of his customers, credit should be extended and periodical settlements arranged, preferably monthly. Consumers should remit promptly to avoid dissatisfaction.

Adjusting Differences.

Producers must expect to receive complaints from customers. The poor appearance of produce, caused by rough handling or delay in delivery, may result in dissatisfaction. The producer may be tempted to send a discourteous reply to complaining customers, but he can not afford to do so; a courteous letter will often retain the customer. If the producer is at fault he must make prompt adjustment of the difference. If the producer becomes convinced that a customer is unfair and unreasonable he should terminate the business dealings without being discourteous.

Every person considering the establishment of a business in direct marketing should study the problems relating to his individual case. Some persons will never encounter many of the difficulties mentioned in this article, and few persons will have to solve all of the problems mentioned. However, a person who undertakes direct marketing will be in a much better position if he has a knowledge of the problems which may arise.

The Market Reporter will occasionally publish articles giving specific examples of direct marketing. Persons wishing information on direct marketing of farm produce may write to the Bureau of Markets, United States Department of Agriculture, Washington, D. C.

DAIRY AND POULTRY

IMPORTS WEAKEN BUTTER MARKET.

The arrival of approximately 150,000 pounds of Danish butter of excellent quality at New York and the fear of additional imports dominated the butter market during the week ending January 10, and were probably the main factors contributing to the average price decline of 1.6 cents under the price for the preceding week at the five important markets, New York, Chicago, Philadelphia, Boston, and San Francisco. In addition to the Danish butter, it was reported that liberal offerings were made of Argentine butter of fair to good quality and Holland butter of good quality at prices ranging from 59½ to 61 cents, respectively.

The subnormal consumptive demand coincident with high prices and the general unsettled conditions existing at the outset of the new year tended to place the market in a position particularly susceptible to outside influence. With storage holdings nearly twice those for the same period last year, and the season for larger production close at hand, the arrival of foreign butter had a weakening effect on the market. So unusual was the situation that the price on each of the five markets, with the exception of San Francisco, dropped below that for the same week last year, the average reduction amounting to 1.4 cents.

To offset the otherwise gloomy outlook, receipts were conveniently light and of good quality, reported export orders totaled around 240,000 pounds, and storage reductions amounted to more than double those for the previous week. Under present conditions the market may be termed unsettled and appears to be largely dependent on imports. Continued receipts of foreign butter could very readily force prices of storage butter to a point which would entail loss to the holder.

STATISTICAL REVIEW OF FIVE PRINCIPAL MARKETS FOR WEEK ENDING JAN. 10.

New York, Chicago, Philadelphia, Boston, and San Francisco.

Butter Review.

WHOLESALE PRICES (PER POUND) CREAMERY BUTTER—92 SCORE.

	New York.	Chicago.	Philadelphia.	Boston.	San Francisco.
Monday	69½	64	69	68	64½
Tuesday	69	65½	69	68	64½
Wednesday	69	63½	69	68	65
Thursday	66	63	67	66	64½
Friday	66	63½	66	66	64½
Saturday	65½	63½	66	66	64
Average for week	67.50	63.80	67.66	67	64.50
Previous week	69.90	65.50	70.10	69	64.00
Corresponding week last year	69.66	67.86	69.75	68.66	61.73

COLD-STORAGE MOVEMENT OF BUTTER AT FIVE MARKETS.

	Week ending Jan. 10.	Previous week.	Last year.
	Pounds.	*Pounds.*	*Pounds.*
Put into cold storage	666,177	775,159	1,331,772
Withdrawn from storage	1,027,873	2,321,265	2,652,798
Decrease during week	−3,351,696	−1,546,106	−1,321,026
Total holdings	37,823,742	30,185,438	20,164,346

RECEIPTS OF BUTTER AT FIVE MARKETS.

	Pounds.
Week ending Jan. 10	6,485,810
Previous week	6,758,678
Corresponding week last year	7,927,110

Cheese Review.

WHOLESALE PRICES (PER POUND), AMERICAN CHEESE, NO. 1 TWINS.

	New York.	Chicago.	Boston.	San Francisco.[1]	Wisconsin.
Monday	31–32	30½–31½	32–33	25½	.....
Tuesday	31–32	30½–31½	32–33	26½	30½
Wednesday	31–32	30½–31½	32–33	26½	30½
Thursday	31–32	30½–31½	32–33	26½	31
Friday	31–32	30½–31½	32–33	26½	30½
Saturday	31–32	30½–31½	32–33	26½	31
Average for week	31.50	31	32.50	26.33	30.85
Previous week	31.50	31	32.50	26.33	30.75

[1] Flats.

COLD-STORAGE MOVEMENT OF CHEESE AT FIVE MARKETS.

	Week ending Jan. 10.	Previous week.	Last year.
	Pounds.	*Pounds.*	*Pounds.*
Put into cold storage	331,838	237,895	522,876
Withdrawn from storage	1,023,491	916,038	908,102
Decrease during week	−691,653	−678,143	−385,226
Total holdings	20,316,168	21,007,821	6,591,680

RECEIPTS OF CHEESE AT FIVE MARKETS.

	Pounds.
Week ending Jan. 10	2,329,227
Previous week	2,489,678
Corresponding week last year	2,166,846

Egg Review.

COLD STORAGE MOVEMENT OF EGGS AT FIVE MARKETS.

	Week ending Jan. 10.	Previous week.	Last year.
	Dozen.	*Dozen.*	*Dozen.*
Put into cold storage	113,080	99,270	315,150
Withdrawn from storage	6,103,920	4,801,080	3,336,000
Decrease during week	−5,990,240	−4,701,810	−3,020,850
Total holdings	19,421,430	25,411,670	8,487,630

RECEIPTS OF EGGS AT FIVE MARKETS.

	Dozen.
Week ending Jan. 10	2,487,120
Previous week	1,474,680
Corresponding week last year	3,182,940

Dressed Poultry Review.

COLD STORAGE MOVEMENT OF DRESSED POULTRY AT FIVE MARKETS.

	Week ending Jan. 10.	Previous week.	Last year.
	Pounds.	*Pounds.*	*Pounds.*
Put into cold storage	6,053,540	7,101,475	4,439,290
Withdrawn from storage	1,760,635	1,326,483	1,463,835
Increase during week	+4,292,905	+5,834,992	+2,975,455
Total holdings	66,473,118	62,180,213	67,916,704

RECEIPTS OF DRESSED POULTRY AT FIVE MARKETS.

	Pounds.
Week ending Jan. 10	7,058,819
Previous week	11,639,272
Corresponding week last year	6,874,498

CHEESE MARKET INACTIVE.

Trading in the principal markets during the week ending January 10 lacked stability. Some buyers who had been holding off for lower prices were forced to take goods for current needs, but the buying was more or less spasmodic and was confined principally to smaller styles. No general activity was noted, and although there was some export inquiry, few actual sales took place. Prices showed no material change, but dealers here and there were willing to make concessions in order to move accumulating stocks.

Late makes which do not grade up to standard, as well as undergrades carried for some time, are still in abundance and with current receipts now showing some improvement these stocks are becoming increasingly difficult to move at present prices. A temporary surplus of milk in some localities has resulted in an increased production of skim cheese which also is hard to move. Furthermore, the condensed milk and butter markets have been somewhat unsettled and this has aided to some degree in preventing any marked improvement in cheese trade conditions.

MILK PRODUCERS USE BUREAU OF MARKETS PRICE REPORTS IN DETERMINING MILK PRICES.

In revising the basis for determining the price of milk, the Inter-State Milk Producers' Association, whose central office is in Philadelphia, announces that during the nine months beginning January, 1920, a basic price, to be determined by conference, would be received by producers for the following percentages of the average monthly production of milk for the preceding three months (October, November, and December, 1919):

	Per cent.		Per cent.		Per cent.
January	100	April	100	July	110
February	100	May	110	August	105
March	100	June	110	September	100

For milk produced in excess of the stated percentage amounts the price to be received would be determined by taking 120 per cent of the average daily price of New York 92 score (solid pack) tub creamery butter, as published by the United States Bureau of Markets, for the month. The price of 100 pounds of milk would be determined by multiplying the percentage of butter fat in milk by this price. This arrangement is expected to simplify the problem of determining the price to be received by producers for surplus milk in the Philadelphia district.

BUREAU OF MARKETS BUTTER INSPECTION PROMOTES EXPORT BUYING.

For some time butter has been purchased by the Panama Railroad for shipment to the Canal Zone from New York subject to inspection by the Bureau of Markets. The Navy Department in its purchases at New York and Philadelphia also specifies in its contracts that the butter delivered must have passed bureau inspection. Now some of the leading exporting houses have realized the value of the bureau's service and are arranging to have their purchases for export made subject to Bureau of Markets inspection.

This service for export buying has numerous advantages. Inspection by a disinterested and trained party will insure the delivery at ship side of goods of the quality specified in the buying order. If the goods have been inspected and are not of the desired quality when they reach the foreign buyer, a comparison of his statement with that of the inspector should show if the inferiority is due to deterioration in transit overseas. If this be true the comparison should indicate improvements necessary in methods of stowage, temperatures en route and similar factors. This inspection should tend to reduce the number of complaints now received from the other side regarding quality of goods received. It should protect the American buyers, should satisfy the foreign receivers, and, through the resulting increased demand, should benefit the producers.

(Continued on page 43.)

MONTHLY COLD-STORAGE REPORT.

COLD-STORAGE HOLDINGS JANUARY 1, 1920.

Commodity.	Reported for Jan. 1, 1920.		Estimated holdings of storages not reported.		Total holdings, Jan. 1, 1920.	Increase or decrease compared with Jan. 1, 1919.		Increase or decrease during Dec., 1919.		Increase or decrease during Dec., 1918.	
	Storages.	Quantity.	Storages.	Quantity.		Quantity.	Per cent.	Quantity.	Per cent.	Quantity.	Per cent.
APPLES.											
Barreled	391	2,649,393	21	65,212	2,714,605	+ 132,656	+ 5.1	− 610,963	−18.4	− 697,871	−21.3
Boxed	401	8,180,921	22	347,010	8,527,931	+ 3,391,205	+66.0	+ 735,399	+ 9.4	+ 191,254	+ 3.9
BUTTER (pounds).											
Creamery	250	52,999,552	19	686,426	53,685,978	+ 9,776,271	+22.3	−21,200,814	−32.6	−21,200,814	−32.6
Packing stock	80	1,105,416	1	1,084	1,109,500	+ 25,282	+ 1.8	− 944,186	−49.6	− 944,186	−40.6
CHEESE (pounds).											
American	334	52,430,525	20	911,998	53,342,523	+33,519,864	+169.1	− 5,802,202	−22.6	− 5,802,202	−22.6
Swiss, including block	106	2,790,397	3	18,900	2,809,297	− 395,536	− 12.3	+ 381,409	+13.6	+ 381,409	+13.6
Brick and Munster	121	1,145,336	4	59,971	1,205,307	+ 131,581	+ 12.3	− 83,381	− 7.2	− 83,381	− 7.2
Limburger	87	692,854	2	22,688	715,542	− 598,773	− 45.6	− 26,737	− 2.0	− 26,737	− 2.0
Cottage, pot and bakers'	57	2,765,153	1	13,534	2,778,687	+ 61,105	+ 2.2	− 362,096	−11.8	− 362,096	−11.8
Cream and Neufchatel	22	168,046	1	867	168,913	+ 33,041	+ 24.3	− 45,178	−25.0	− 45,178	−25.0
All other	68	3,942,659	.....	.....	3,942,659	+ 1,986,985	+101.6	− 1,313,324	−40.2	− 1,313,324	−40.2
EGGS.											
Cases	340	1,502,410	9	32,864	1,535,274	+ 795,729	+107.6	− 1,330,984	−64.3	− 1,330,984	−64.3
Frozen (pounds)	165	19,145,249	8	168,984	19,314,233	+10,331,254	+115.1	− 2,852,475	−24.1	− 2,852,475	−24.1
POULTRY (pounds).											
Broilers	178	8,846,763	6	355,758	9,202,521	− 5,953,382	−39.3	+ 1,156,756	+ 14.4	+ 569,833	+ 3.9
Roasters	165	28,420,462	5	321,604	28,742,066	− 723,580	− 2.5	+13,908,905	+ 93.8	+13,264,910	+81.9
Fowls	189	20,456,856	7	247,688	20,704,544	− 5,325,439	−20.5	+11,013,236	+113.6	+10,951,895	+72.7
Turkeys	201	5,091,427	5	91,851	5,183,278	− 3,855,305	−42.7	+ 1,971,229	+ 61.4	+ 2,701,364	+42.6
Miscellaneous poultry	207	23,695,724	9	182,349	23,878,730	− 5,154,057	−17.8	+ 4,911,688	+ 25.9	+ 9,983,182	+52.4
MEATS (pounds).											
Beef, frozen	289	253,056,030	21	8,391,060	261,447,090	−37,371,373	−12.5	+38,136,097	+ 17.1	+69,107,824	+30.1
Pork, frozen	281	52,032,012	18	1,936,488	53,968,500	− 7,570,355	−12.3	+ 9,048,388	+ 20.1	+26,789,265	+77.1
Lamb and mutton, frozen	194	10,006,354	8	1,621,304	11,627,658	− 1,132,085	− 8.9	+ 2,218,700	+ 23.6	+ 3,713,493	+41.1
Beef, cured	274	33,428,092	22	2,156,271	35,584,363	− 670,733	− 1.9	+ 37,681	+ .1	+ 3,671,929	+11.3
Pork, dry salt	371	230,079,224	30	9,199,875	259,279,099	−97,974,965	−27.4	+17,054,631	+ 7.0	+74,215,055	+26.2
Pork, pickled	435	263,923,993	50	12,605,995	276,529,988	−27,232,941	− 9.0	+49,637,050	+ 21.9	+60,382,84 4	+24.8
Lard	430	59,330,980	53	2,541,945	61,872,925	−42,401,355	−40.7	+12,,26,158	+ 25.9	+22,603,731	+27.7
Miscellaneous meats	351	101,796,783	37	6,405,225	108,202,011	−20,689,778	−16.1	+25,348,520	+ 30.6	+22,637,589	+21.3

The accompanying tables show the quantities of these commodities held in both cold storage warehouses and packing-house plants. The cured-meat figures include meats in process of curing as well as meats already cured.

The estimated holdings of storages not reported are based on the holdings reported by these concerns for the preceding month, it being assumed that their holdings have increased or decreased in the same ratio as the holdings of the storages that reported.

COLD-STORAGE HOLDINGS BY SECTIONS, JANUARY 1, 1920.

Commodity.	New England.	Middle Atlantic.	South Atlantic.	North Central East.	North Central West.	South Central.	Western North.	Western South.
APPLES.								
Barreled	150,259	982,201	554,712	525,011	349,005	144,943	7,347	1,127
Boxed	142,498	1,494,251	164,625	1,651,988	1,187,929	615,277	1,668,408	1,602,955
BUTTER (pounds).								
Creamery	10,356,055	24,599,506	697,884	13,196,383	2,105,292	579,610	1,220,790	930,53
Packing stock	.....	198,030	149,773	740,634	121,404	120,000	58,288	21,37
CHEESE (pounds).								
American	6,342,523	20,736,910	1,353,243	17,487,164	1,209,112	914,341	1,021,622	4,277,608
Swiss, including block	6,177	903,151	15,931	1,543,988	48,088	15,566	19,679	265,717
Brick and Munster	799	41,628	38	895,627	112,016	24,010	17,672	113,517
Limburger	.....	127,155	145	458,458	21,894	1,174	250	106,466
Cottage, pot, and bakers'	119,966	1,671,857	62,783	849,018	70,942	273	2,301	10,547
Cream and Neufchatel	33,217	80,485	.....	24,857	16,033	1,415	12,906	.....
All other	3,035	2,348,259	9,550	1,207,358	171,896	45,789	150,192	6,580
EGGS.								
Cases	198,522	644,874	27,189	425,875	144,747	40,386	11,759	41,122
Frozen (pounds)	551,153	8,437,975	704,147	4,823,531	2,181,545	353,771	1,594,417	667,394
POULTRY (pounds).								
Broilers	507,747	2,775,517	98,356	2,656,162	1,742,245	768,514	179,843	474,137
Roasters	2,037,821	8,068,597	197,153	13,290,801	4,680,013	209,724	84,360	173,597
Fowls	1,345,289	5,199,147	288,596	9,551,341	3,130,409	490,872	264,914	433,976
Turkeys	724,824	1,624,508	98,199	1,370,721	898,618	115,604	40,403	310,401
Miscellaneous	1,733,363	8,644,277	102,133	9,561,410	2,004,414	361,700	72,053	398,723
MEATS (pounds).								
Beef, frozen	19,374,996	48,285,882	1,395,477	135,401,136	43,499,273	4,629,675	3,258,441	5,602,210
Pork, frozen	12,184,941	7,610,899	1,355,235	16,070,231	12,903,138	2,123,100	330,628	1,390,328
Lamb and mutton, frozen	1,500,395	5,636,665	171,228	2,230,245	1,327,867	148,131	270,659	342,468
Beef, cured	1,415,945	12,299,379	351,270	14,112,779	5,693,458	579,663	109,493	1,022,376
Pork, dry salt	8,586,400	18,418,150	6,821,057	121,874,776	94,927,812	6,591,952	482,082	1,576,870
Pork, pickled	14,334,928	22,850,213	7,574,780	114,147,101	101,811,971	6,183,667	4,206,655	5,420,673
Lard	3,344,211	6,024,138	1,460,936	28,825,389	18,657,134	1,410,126	1,004,022	1,146,969
Miscellaneous meats	3,387,606	10,659,628	1,897,626	58,077,318	24,863,618	4,923,494	914,204	3,478,517

The States making up the several geographic sections used in this table are as follows: *New England:* Me., N. H., Vt., Mass., R. I., Conn. *Middle Atlantic:* N. Y., N. J., Pa. *South Atlantic:* Del., Md., D. C., Va., W. Va., N. S., S. C., Ga., Fla. *North Central:* (east of Miss. River) Ohio, Ind., Ill., Mich., Wis.; (west of Miss. River) Minn., Iowa, Mo., N. D., S. D., Nebr., Kans. *South Central:* Ky., Tenn., Tex., Ala., Miss., La., Okla., Ark. *Western:* (north) Mont., Wyo., Idaho, Wash., Oreg.; (south) Colo., N. Mex., Ariz., Utah., Nev., Calif.

RECEIPTS AND DELIVERIES MONTH OF DECEMBER, 1919.

Commodity.	Storages.	Receipts during December, 1919.	Deliveries during December, 1919.
APPLES.			
Barreled	367	55,095	661,890
Boxed	366	1,667,103	1,033,833
BUTTER (pounds).			
Creamery	237	5,535,213	25,244,981
Packing stock	76	128,284	985,702
CHEESE (pounds).			
American	310	4,110,764	12,346,597
Swiss, including block	98	385,294	724,287
Brick and Munster	105	423,505	473,030
Limburger	81	159,586	210,743
Cottage, pot, and bakers'	56	67,370	1,317,274
Cream and Neufchatel	21	36,156	60,521
All other	62	625,183	1,514,145
EGGS.			
Cases	319	47,377	4,779,872
Frozen (pounds)	158	1,919,345	5,059,855
POULTRY (pounds).			
Broilers	167	2,566,239	1,477,932
Roasters	155	16,994,747	3,475,533
Fowls	177	13,145,966	2,810,226
Turkeys	174	6,146,365	4,478,129
Miscellaneous poultry	193	10,530,258	5,567,572
MEATS (pounds).			
Beef, frozen	276	56,009,874	20,259,530
Pork, frozen	268	34,438,498	26,481,497
Lamb and mutton, frozen	184	1,414,859	805,191
Beef, cured	260	9,682,141	7,697,052
Pork, dry salt	351	162,416,127	143,451,569
Pork, pickled	416	147,086,323	109,748,462
Lard	412	99,182,373	87,969,356

For cured meats the column headed "Receipts during December, 1919," shows the quantities placed in cure during the month and not the quantities received by cold-storage plants. For lard this column indicates the quantity manufactured during the month.

FRUITS AND VEGETABLES

PRODUCE VALUES STRONG.

Advances Continue for Potatoes and Cabbage—Most Other Lines Steady to Firm—Shipments Increase.

Cabbage and white potatoes made further sharp gains during the seven days ending January 5. Sweet potatoes also advanced, while other lines continued steady to firm. Shipments showed increase, especially for white potatoes, oranges, celery, cabbage, and apples. A few lines made slight losses. Total movement, 7,688 cars, compared with 5,397 last week and with 7,014 a year ago.

Potato Values Rise Further.

Markets continue very active, with sharp gains in most producing sections. Average was 10 to 30 cents higher. Haulings and loadings increased in New York State and Idaho, but were light to moderate in other shipping sections. Wisconsin, Minnesota, and Michigan No. 1 white stock closed at $4 to $4.40 per 100 pounds f. o. b. shipping point. General range of jobbing and car-lot sales of this stock in consuming markets was $4.25 to $4.75. Colorado sacked round whites advanced to $4 cash to growers at shipping point, but weakened in Chicago, closing at $4.25 to $4.75. Middle western jobbing range was $4.35 to $4.75. Idaho sacked rurals advanced to $3.85 and russets to $4.15 cash to growers. Russets reached $5 to $5.50 in Chicago. New York sacked round whites reached $4.15 f. o. b. shipping point and $4 to $4.50 in jobbing markets. Maine Green Mountains advanced to $3.55 sacked f. o. b. shipping points and reached $3.80 to $4 per 100 pounds in New York and Boston. Shipments increased to 2,959 cars, compared with 1,888 last week. Maine led with 720 cars. Wisconsin shipped 598 and Minnesota 422.

Cabbage Advances Sharply.

Most consuming markets made further gains, closing $10 to $20 higher. New York Danish seed and Wisconsin Holland jobbed at $95 to $125 per ton bulk in the principal markets. Choice Danish Seed stock closed $10 higher, at $90 per ton bulk f. o. b. shipping points in Western New York. Shipments of old cabbage increased to 368 cars, compared with 116 last week, also 126 cars of new stock, compared with 56 last week.

Onion Markets Firm.

Onions continued steady. The onion market remained practically unchanged, with demand and movement limited. Medium to large yellow stock ranged $6 to $6.25 per 100 pounds sacked, f. o. b. Western New York shipping points. General jobbing range for the best grades of leading varieties held at $5.50 to $6.50. Shipments 315 cars, an increase of nearly 100 per cent. Ohio led with 80 cars.

Apples Fairly Steady.

Markets continued dull at shipping points. Prices held about steady for the better grades. Baldwins, A 2¼ from cold storage, sold at $7.25 to $7.50 per barrel f. o. b. in western New York and this stock at jobbing sales ranged $6.50 to $8 in principal Eastern markets. New York greenings continue about steady at $9 to $9.50. Southeastern York Imperials ranged $6.50 to $7.50 and Middle Western Ben Davis at $7 to $7.50, while best lots of Middle Western Jonathans still reached top of $10.50. Northwestern shipping points reported few sales. Extra fancy Washington Winesaps still sold at $3 f. o. b. in Wenatchee district, but prevailing sales at auction in Eastern cities ranged $2.35 to $2.90. Extra-fancy boxed Jonathans sold in consuming markets at $2.75 to $3. Shipments of boxed apples were 618 cars, a decrease of 51. Barrel sections shipped 267 cars, compared with 209 last week.

Other Fruits and Vegetables.

Virginia and Maryland yellow varieties of sweet potatoes ranged $5.50 to $6 per barrel in Baltimore. New Jersey yellow stock weakened at the close in New York and Chicago markets, closing at $2 to $2.75 per bushel hamper. Tennessee Nancy Halls still sold at $1.75 to $2.25. Shipments 300 cars, a decrease of 26 compared with last week. New Jersey and Delaware made about one-half of these shipments.

Florida Big Boston lettuce remained steady at shipping point with sales of desirable stock at $1.50 to $1.75 for 1½ bushel hamper f. o. b. cash. Haulings were limited with demand and movement moderate. Most consuming markets ranged $2.25 to $2.75, but New York and Chicago reached $3.50. California lettuce showed wide variation in quality and condition on the principal consuming markets and ranged in price accordingly. Middle Western markets quoted $3.50 to $4 for best lots. Shipments increased to 281 cars, compared with 207 last week.

Oranges filled 1,343 cars, an increase of over 100. Florida shipped 743. Grapefruit shipments also increased to 163 cars, compared with 141 last week. Florida tomatoes dropped to 13 cars, a decrease of 8. Celery shipments were 210 cars, against 131 last week, also 2 cars green celery.

MICHIGAN POTATO SITUATION.

The potato situation in Michigan is somewhat unsettled. The prevailing high prices induce many growers to offer their stock, but others are indifferent and prefer to hold, expecting even higher prices in the spring.

The shortage of cars is curtailing movement because dealers do not wish to stock up at present prices with no certainty of a car supply. Dealers appear anxious to sell, but are being forced to reject orders on account of car shortage. More potatoes than dealers could handle were offered during the mild weather in mid January, and the good condition of the roads helped bring out the potatoes.

Wide range of price prevails at different loading stations, some growers receiving as high as $3.50–$3.65 per 100 pounds, although bulk of sales are made from $3.25–$3.35 and some as low as $3. Dealers located in districts served by two or more railroads and consequently able to obtain cars, are willing to pay more to growers than dealers depending on only one line. The indifferent attitude of growers, the car shortage, and the cold weather of early winter are the principal reasons for the comparatively light movement from Michigan, compared with some other potato-producing States, although Michigan usually moves a large percentage of its crop during the months of April and May.

PRICES TO JOBBERS OF CERTAIN FRUITS AND VEGETABLES.

Market.	Week ending— Jan. 12, 1920.	Week ending— Jan. 5, 1920.	One year ago.
POTATOES, NO. 1 WHITE, SACKED, PER 100 POUNDS.			
New York...	$3.80–$3.95	[6] $3.05–$3.35	$2.50–$2.85
Baltimore...	.....	3.25– 3.35	2.50– 2.60
Boston.....	3.75– 4.00	3.40– 3.80	2.25– 2.60
Chicago [1]....	3.80– 4.75	3.30– 3.80	1.95– 2.25
Kansas City.	4.25– 4.50	3.75– 4.00	1.85– 2.15
St. Louis....	3.85– 4.75	3.40– 4.00	2.00– 2.25
West N. Y. [2].	3.75– 4.22	3.28– 3.90	2.05– 2.22
Wis., Mich., and Minn. [2]	3.75– 4.40	3.25– 3.70	1.30– 1.95
SWEET POTATOES, YELLOWS, NEW JERSEY AND TENNESSEE, BUSHEL HAMPERS.			
New York...	$2.00–$2.75	$2.25–$2.75	$2.00–$2.60
Baltimore...	2.00– 2.25	2.00– 2.15	1.75– 2.25
Boston.....	2.00– 2.25	2.25– 2.35	2.35– 2.50
Chicago.....	1.75– 1.85	2.50– 2.60	2.25– 2.50
Kansas City.	1.75– 1.85	1.40– 1.85	2.15
St. Louis....	1.75	.....	1.75– 1.85
APPLES, NEW YORK BALDWINS, A 2¼, BARRELS.			
New York...	$8.00–$8.50	$7.50–$8.50	$6.50–$7.25
Baltimore...	6.50– 8.25	6.75– 7.00	6.00
Boston.....	7.00– 7.50	7.00– 7.50	6.00– 7.00
Chicago.....	2.50– 3.00	7.50– 8.00	6.00– 6.50
Kansas City.	[3] 7.00– 7.25	7.00– 7.75	6.50
St. Louis....	[3] 7.00	7.00	6.00– 6.25
West N. Y. [2].	7.25– 7.50	7.50	6.00– 6.50
APPLES, NORTHWESTERN JONATHANS AND WINESAPS, EXTRA-FANCY BOXES.			
New York...	$2.25	$2.22–$3.50	$2.85–$3.25
Baltimore...	2.30	.....	.....
Boston.....	2.25– 2.35	3.50	3.00– 3.25
Chicago.....	2.50– 3.00	2.40– 3.00	2.65– 3.00
Kansas City.	2.75– 3.25	2.75– 3.00	3.25
St. Louis....	2.70	.....	.....
F. o. b. N.W. shipping points [2]....	3.00	2.75	.....
ONIONS, NO. 1 YELLOW AND RED, SACKED, PER 100 POUNDS.			
New York...	$6.00–$6.50	$5.50–$6.25	$1.25–$2.25
Baltimore...	6.25– 6.50	6.25– 6.50	1.50– 1.75
Boston.....	6.25– 6.50	5.50– 6.25	1.75– 2.25
Chicago.....	5.25– 6.00	4.75– 5.25	1.40– 2.35
Kansas City.	5.75– 6.25	5.75– 6.25	1.65– 2.00
St. Louis....	5.75– 6.25	5.50– 6.00	1.60– 2.00
West. N. Y. [2].	6.00– 6.25	6.00– 6.25	1.60– 1.80
CABBAGE, DANISH AND HOLLAND SEED BULK, PER TON.			
New York...	$100.00	$80.00–$100.00	$30.00–$40.00
Baltimore...	100.00–120.00	.....	25.00– 50.00
Boston.....	[4] 6.25– 6.50	[5] 5.00– 5.50	40.00
Chicago [1]....	80.00–100.00	75.00– 80.00	32.00– 42.00
Kansas City.	[5] 5.00– 6.00	[5] 3.50– 3.75	[5] 1.40– 2.50
St. Louis....	110.00–125.00	80.00– 100.00	40.00– 60.00
West. N. Y. [2].	85.00–100.00	70.00– 90.00	23.00– 28.00

[1] Car-lot sales.
[2] F. o. b. shipping point.
[3] Middlewestern Ben Davis.
[4] Barrels.
[5] Bulk per 100 pounds.

CELERY IN WESTERN NEW YORK.

The remaining supply of celery from western New York is reported very closely held, chiefly by washers in eastern consuming markets. Occasionally a car held by others is offered at $8 per crate; however, because the supply is in so few hands, it is almost impossible to quote a market.

CAR-LOT SHIPMENTS OF FRUITS AND VEGETABLES.

Week Ending Jan. 12, 1920.

Commodity.	Week ending Jan. 12.	Same week last season.	Total this season to date.	Total last season to same date.	Total last season.
Apples:					
Boxed	618	230	33,050	22,687	25,581
Barreled	267	581	32,725	35,679	44,398
Cabbage:					
1919	368	460	21,692	26,503	29,360
1920	126	111	209	169	4,204
Cauliflower	163	39	1,109	850	2,311
Celery	212	217	5,919	5,874	6,366
Dry beans	172	136	3,342	3,105	7,521
Grapefruit	163	262	3,296	3,295	6,462
Lemons	82	71	1,575	2,405	9,532
Lettuce	281	111	1,891	1,037	7,209
Mixed and bunched vegetables	264	151	806	454	7,688
Onions	315	325	17,054	18,914	22,550
Oranges	1,343	1,274	12,958	14,499	50,654
Sweet potatoes	300	238	11,146	7,877	10,540
Tomatoes	13	3	71	25	4,468
White potatoes	3,001	2,815	118,690	120,474	176,480
Total	7,688	7,014	265,533	263,847	415,324

ACTIVITY IN EASTERN POTATOES.

During the recent active advancing potato market in western New York dealers at times could not secure enough to stock fill orders. The inquiry from the South and Middle Atlantic States was very heavy. A few country dealers who had storage space practically filled their houses at prices much lower than those now prevailing. Storage space is reported very scarce in producing sections, and in general growers own most of the remaining supply. The situation at present is extremely strong, and as most stock shows a generally fine quality and is keeping well most dealers are very optimistic. Some feel that it may be possible to find an outlet later this year much farther west than usual. Stock shipped almost invariably gives satisfaction to buyers, resulting in repeat orders, and for some time shippers have experienced practically no rejections.

CARROTS HIGHER.

One of the notable features of early January at western New York shipping points was the sharp advance in carrots. During December almost up to the Christmas holidays, the market had been quiet with very light trading at $1.65–75 per 100 pounds sacked, and $28–32 per ton bulk. A few sales were made at $4–4.25 per barrel, outweights, optional delivery. During the following week a pronounced change in conditions occurred. On Monday the market opened quiet, a few sales being made at $2.10–2.15 per 100 pounds, sacked, with some barrels at $3.60 and $4, and bulk at $35 per ton. Later in the day, chiefly on account of New York City sales, conditions strengthened, many dealers quoting $40–48 per ton bulk, $2.25–2.50 per 100 pounds sacked.

The market closed very strong Saturday, January 3, chiefly on account of the heavy inquiry and the information that some of the best stock had brought high prices in New York City. Sales were made at $2.50 and $2.60 with a few as high as $3 per 100 pounds sacked, a few barrels at $4.60. Later Saturday, many dealers quoted out $2.50 to $3 per 100 pounds sacked, $45–60 per ton bulk, mostly $50–60, and asked as high as $6 per barrel for fancy stock. Conditions at present are strong. Many usually well-informed persons believe that there are more carrots stored in western New York than for a number of years. Practically all the stock is out of growers' hands and owned by local dealers, and by dealers in consuming markets.

DAIRY AND POULTRY.

(Continued from page 40.)

The inspection service of the Bureau of Markets is conducted under authority of Congress and in accordance with rules and regulations contained in Service and Regulatory Announcements No. 51 of the Bureau of Markets, and Circular No. 144 of the Office of the Secretary, copies of which may be obtained from the Department of Agriculture upon request.

CONDENSED MILK MARKET UNFAVORABLE TO CONDENSERS.

While the price paid the producers for 3.5 per cent milk delivered to the condenseries averaged 13 cents higher for the United States in November than in October, the average selling price of evaporated milk advanced 16 cents per case of 48 16-ounce cans and condensed milk 1 cent per case of 48 14-ounce cans. The 16-cent advance in the selling price of evaporated milk was practically sufficient to offset the increased cost of the raw milk. However, in the case of condensed milk, the manufacturer was not so favored by an increased selling price.

Prices paid producers for 3.5 per cent milk at condenseries, October and November, with average proposed prices for December, 1919.

Geographic sections.	October.	November.	December.
New England	3.55	3.73	3.85
Middle Atlantic	3.25	3.44	3.74
South Atlantic	3.02	3.21	3.26
East North-Central	3.48	3.56	3.61
West North-Central	3.26	3.39	3.46
South Central	3.80	3.80	3.80
Western (North)	3.10	3.13	3.25
Western (South)	3.01	3.07	3.10
United States	3.32	3.45	3.59

Wholesale prices of condensed and evaporated milk, October and November, 1919.

Geographic sections.	Sweetened condensed case of 48 14-ounce cans.		Unsweetened evaporated case of 48 16-ounce cans.	
	October.	November.	October.	November.
New England	8.12	8.12	6.40	6.76
Middle Atlantic	8.09	8.17	6.48	6.61
South Atlantic	.....	.....	5.90	6.15
East North Central	7.98	7.93	6.32	6.39
West North Central	8.05	8.05	6.38	6.48
South Central	.....	.....	.....	.....
Western (North)	8.05	8.05	6.10	6.14
Western (South)	8.05	8.05	6.04	6.21
United States	8.05	8.06	6.23	6.39

Irrespective of the unsatisfactory price condition, the condensed and evaporated milk situation was not promising. Exports declined nearly 20,000,000 pounds, and there was very little activity reported among export buyers. While total stocks were approximately 20 per cent smaller than on November 1, unfilled orders reported by manufacturers showed a similar decrease.

Commenting on the November market in the light of what has taken place since then, it presented very little encouragment for the immediate future. In fact, many condenseries prior to January had arranged to discontinue condensing operations and some commenced the installation of machinery for the manufacture of milk powder.

Stocks and exports of condensed and evaporated milk.

	Dec. 1, 1919.	Nov. 1, 1919.	Dec. 1, 1918.
Stocks of condensed and evaporated milk in storage	*Pounds.* 10,182,148	*Pounds.* 17,388,742	*Pounds.* 8,731,272
Stocks of condensed and evaporated milk other than those in storage	111,194,767	134,652,439	57,214,293
Unsold stocks of condensed and evaporated milk	67,486,210	94,622,420	26,256,172
Unfilled orders for condensed and evaporated milk	54,946,598	67,047,532	37,182,805
Exports of condensed and evaporated milk from United States	Nov., 1919. *Pounds.* 69,594,203	Oct., 1919. *Pounds.* 88,801,128	Nov., 1918 *Pounds.* 50,571,373

DANISH BUTTER ARRIVES ON NEW YORK MARKET.

A shipment of 700 casks containing about 110 pounds each of Danish butter recently was received at New York and it is reported that more will probably come. Commenting upon this butter after examining some of it, an inspector of butter of the Bureau of Markets said, "It was as firm butter as I have seen in a long while. It scored 90 to 95 and carried the 'Lure' brand. The workmanship was without defect; the butter was light in color, and had salt, and had a rich, creamy flavor and aroma. It is stated that dealers are rather reluctant to change their trade over on to this butter, because after this supply is gone and it is necessary to go back to such butter as they are now receiving they would not be satisfied. But if dealers find it profitable to handle this butter, they will undoubtedly seek to expand their trade in it. The unfortunate part is that this butter will go to the very best trade that American creameries have previously enjoyed. It casts a rather serious reflection upon the quality of our United States butter and one to which our dairy industry needs to give serious consideration."

FINER WOOLS IN DEMAND IN UNITED KINGDOM.

Sir Arthur Goldfinch, Chairman of the Wool Council of the British Ministry of munitions stated recently that the Government reserves of fine wools are being depleted rapidly, owing to the widespread preference for fine clothing, according to the Daily Express, London, for November 12, 1919.

"These reserves instead of remaining as they are now, at 7 shillings ($1.70) a pound for fine merino, will probably rise and rise until the scarcity and the price force the ultimate consumer to buy lower-grade wools.

"The Government made an extraordinarily good bargain in purchasing the colonial wool crops, and the profits have been most satisfactory.

"One cause of the extraordinary demand for wool is that the world has been starved for four years. Now France and Belgium are resuming manufacturing. The real crux of the matter is the demand for fine qualities."

The American Minister to Sweden cabled to the Department of State on December 1, 1919, that the Ukrainian Government has proposed to the Swedish Government an exchange of 1,000,000 tons (of 2,204.6 pounds) of grain in return for Swedish manufactured goods. However, owing to the lack of transportation facilities, an exchange of such magnitude is considered impossible.

GRAIN, HAY, AND FEED

HAY MARKET QUIET.

There appeared to be a less urgent demand in most of the larger hay markets for all grades of hay during the week ending January 10. Some of the markets in the Central West report a good demand but with no further advance in prices.

Eastern Markets.—Owing to light receipts and an improved demand, Philadelphia reports an advance on hay of about $1 per ton over previous quotations.

The demand is reported rather slow at Boston with receipts fully equal to the demand. Because of the "permit system," which allows only certain amounts of hay based upon the storage facilities of the market to come forward each day, the stocks of hay at Baltimore are not large and the prices hold firm. Clover hay is very scarce and in urgent demand.

Southeastern and Southern Markets.—Receipts reported light at Richmond with a good local and shipping demand. No. 1 clover and heavy clover mixed hays are very scarce and find a ready market.

The demand appears to be only fair at Atlanta, being the best for No. 1 timothy, which constituted about one-half of the total receipts for the week. The demand for clover mixed hay was light because the buyers were unwilling to pay the prices asked, which were at a premium over the prices quoted for No. 2 timothy. Receipts of alfalfa were very light and principally of a No. 2 grade. Demand was good, however, and the offerings were well taken.

Memphis reports very light receipts of alfalfa and straight clover hay. Demand only fair, however. Clover mixed hay will not command the premium being paid for straight clover.

New Orleans hay market reported slightly lower.

Central and Northern Markets.—Very light receipts at St. Louis caused a strong market with a good demand. Hay of inferior quality, which is usually in poor demand, was readily taken by local dealers. Notices of shipments do not indicate an early increase of receipts.

The receipts of 1,202 cars of hay at Kansas City during the past week were slightly larger than the total receipts of the previous week; however, the market remained steady with a good demand. Alfalfa which constituted nearly two-thirds of the receipts graded mostly standard or lower, only a small part of the receipts being No. 1 or choice. The wide range in quality caused a corresponding range in prices. Receipts of prairie at times exceeded the demand but the market as a whole remained steady.

Due partly to car shortage the receipts of hay at Cincinnati were rather light, being 192 cars, most of which were of timothy and clover mixed hay. Prices have advanced slightly over those reported for the previous week. Stocks are light and demand is good from both dealers and shippers; however, the high prices apparently prevented the placing of large orders.

A very firm market in timothy hay prevailed at Chicago during the week. Total receipts were lighter, being only about 88 per cent of the amount of the receipts of the previous week. Light stocks, together with the stormy weather and light receipts, caused a good demand both from local dealers and from shippers. A good demand for clover and clover mixed hay is reported from the South.

WHOLESALE FEED PRICES AT MANUFACTURING CENTERS.

January 10, 1920.

[Per ton in bags for straight car lots f. o. b. cities listed.]

Spring wheat bran, Minneapolis	$42.00
Spring wheat middlings, Minneapolis	43.00
Hard winter wheat bran:	
Kansas City	40.50
St. Louis	43.50
Hard winter wheat middlings:	
Kansas City	40.50
St. Louis	48.00
Soft winter wheat bran:	
Cincinnati	46.50
Baltimore	51.50
Richmond	50.00
Soft winter wheat middlings:	
Cincinnati	53.00
Baltimore	51.50
Richmond	53.00
Cottonseed meal (36 per cent protein):	
Atlanta	70.00
Memphis	71.00
Linseed meal, Minneapolis	81.00
Alfalfa meal:	
Kansas City	40.50
St. Louis	42.00
Gluten feed, Chicago	69.00

Buffalo reports the hay market dull with practically no demand.

Receipts of hay at Minneapolis were 41 cars for the week. These are comparatively light receipts but there appear to be no prospects of an early increase. The demand is fair and prices are practically unchanged from the previous week. The better demand is for timothy and upland prairie. The demand from Montana while still strong is not so urgent as it was a short time ago.

Western Markets.—Receipts of hay at Denver are reported as increasing with a slow demand for all grades.

San Francisco reports that owing to the improved car situation receipts of hay by rail have increased. Local demand light, but demand has increased from country points because of the cold and frosty weather which is having a bad effect upon the pastures. The market is firm at the highest quotations.

FEED MARKETS.

High Protein Feeds in Demand.—The light crop of flax and the damaging by rain of large quantities of cotton seed have resulted in light stocks of oil meal and light stocks of good quality cottonseed meal. In some sections the demand exceeds the supply causing a strong market for these feeds.

Cottonseed Meal.—The general tone of the market for cottonseed meal is stronger, due partly to the reports of the very unsatisfactory condition of the cotton seed being marketed west of the Mississippi River. It is thought that a large percentage of the meal manufactured in Louisiana, Arkansas, and Texas will be fit only for fertilizer purposes. The meal manufactured in the States east of the Mississippi is said to be of a satisfactory quality. Cottonseed cake is being offered at Atlanta at $3 per ton less than the meal of the same protein content. A better demand for meal is reported from the northeastern States. Memphis reports some export demand with but little being offered for sale.

Linseed Meal.—Wisconsin and Minnesota mills report very light stocks of linseed oil meal with the demand for prompt and immediate shipment in excess of the supply. The market is strong. Very little is being offered for shipment earlier than March.

(Continued on page 45).

WHOLESALE PRICES OF HAY AND FEED AT DISTRIBUTING MARKETS.

January 10, 1920.

[In dollars per ton.]

City.	Hay in carload lots.											Feed in lots of 1 ton or over.															
	No. 1 timothy.	Standard timothy.	No. 2 timothy.	No. 1 light clover mixed.	No. 1 clover mixed.	No. 1 clover.	No. 1 alfalfa.	No. 2 alfalfa.	No. 1 prairie upland.	No. 1 prairie midland.	No. 1 wheat and oat hay.	Spring wheat bran.	Soft winter wheat bran.	Hard winter wheat bran.	Spring wheat middlings.	Soft winter wheat middlings.	Hard winter wheat middlings.	Cottonseed meal (41 per cent protein).	Linseed meal.	Gluten feed.	Hominy feed.	Peanut meal (36 per cent protein).	No. 1 alfalfa meal.	Beet pulp.	Barley chops.	Rye middlings.
Boston	31.00		28.00									52.00	53.00	52.50	54.00	61.00	60.00	86.00	85.50	78.12	70.00		51.50	63.00		52.00
Buffalo	29.00		28.00									46.00	47.00	46.00	48.00	49.00	48.00	85.00		73.25	67.00		47.00	65.00	70.00	53.00
Philadelphia	34.00	33.00	32.00	32.00								50.25		49.75	51.25											
Baltimore	33.00	32.00	31.25	30.75	29.25	31.00						51.50	54.00			54.00	65.00						1.50			
Richmond	37.00	36.00	35.50	36.00	37.00	37.00						53.00	54.00		53.00	50.00		78.00	85.00	77.00	64.00		50.00	63.00		52.00
Atlanta	39.00	38.50	37.50	39.00	40.00	41.00	46.00	43.00				56.50	55.00	55.00	63.00	61.00	61.00	85.00			70.00	73.50	55.00	67.00		
New Orleans	35.50		31.50										44.60													
Memphis	33.00		32.00	33.00	32.00	34.00	41.50	36.00					47.50			53.00		79.00					48.00			
Cincinnati	41.00	33.75	33.50	33.50	33.25	38.00	43.00	41.00				48.00	48.00	48.00	50.00	55.00	54.00	81.50	82.00	74.50	65.00		46.50	61.00	74.00	51.00
St. Louis	31.75	30.50	29.00	31.00	32.00	36.00	40.00	35.00	27.00				47.00	46.75		55.00	53.00	82.00	86.00	74.16	63.00		45.00	65.00		49.00
Kansas City	28.50	28.00	27.00	29.00	28.00		35.50	29.00	22.00	17.00				43.00			51.00	82.00	90.00		65.00		43.00			
Chicago	31.50	30.50	29.50	30.50	29.00	30.50	38.00	35.00	28.00	18.00		47.50	48.50	47.50	49.00		51.00	84.00	86.00	73.00	65.00		46.50		76.00	48.00
Minneapolis	28.00		27.00		26.00	26.00	35.00	34.00	27.00	22.00		41.00			45.00			85.00	82.00				19.00			46.75
Denver	30.00	28.00					28.00	26.00	26.00	25.00		42.00	42.00					87.00	98.00				40.00		80.00	
San Francisco							25.50				24.50												38.50		75.50	

SEEDS

SEED MARKET UNCHANGED.

There was little change in prices for field seeds during the week ending January 10, except for alsike clover and red clover, which advanced about $1.50 per 100 pounds. As was the case last week, the trend of the market on most of the seeds is upward, although small or no advances have been made in prices quoted by seedsmen except for alsike and red clover and to a lesser degree for timothy.

Clovers.—Rather large arrivals of imported red clover seed are reported at New York, but very little of this seed is being offered from Europe at this time, and large seed importers believe that the surplus stocks of European seed are nearly exhausted. All but one or two of the cities included in the accompanying price table indicate that their stocks of red and alsike clover are smaller than normal. Most of them find that the local demand is picking up, and a majority class it as good. The distant demand continues to be very good. There is no export demand for red clover because this country has none to spare at a price that could compete with the lower prices that have been prevailing for Italian seed. The export demand for alsike clover is fair to good.

Alfalfa.—The arrivals of imported alfalfa continue to be rather large, and undoubtedly imported seed will be sown next spring and summer in many sections that heretofore have been using only American-grown seed. While most of the imported alfalfa seed has come from Italy, some alfalfa seed is reported from Argentina. The local and distant demand for this seed is good even in cities that ordinarily have few inquiries at this time of the year.

Grasses.—The fairly good export demand for timothy that was noted in New York a week ago has abated, and not much interest was manifested by foreign buyers during the week. Prices, however, advanced a little because of a somewhat better local demand.

The distant demand for redtop has been only poor to fair, although a few cities indicate a good demand. Prices have remained the same or were a trifle lower at the end of the week.

Louisville and Kansas City show advances of about $1 per 100 pounds in Kentucky bluegrass, whereas practically all of the other cities indicate prices for this seed as remaining the same as those of a week ago. A fair local and distant demand in Louisville and a good demand in Kansas City are noted. Elsewhere inquiries and sales have been small in number, which is usually the case for Kentucky bluegrass at this time of the year.

Stocks of orchard-grass seed are about normal and there appears to be very little local demand for this seed except in Buffalo and possibly Chicago. There is no export demand.

Millets.—Somewhat smaller stocks of golden millet than normal are reported for New York, Louisville, and Chicago. In most of the other cities the stocks are equal to normal. Not much demand for this kind of millet has been felt yet except in Kansas City. The quality of the stocks is uniformly good.

The stocks of common, Siberian, and Hungarian millet are about normal and the quality is good. There appear to be somewhat smaller stocks of Japanese millet, and wherever this kind of millet is sold extensively the demand for it has been good to excellent.

WHOLESALE PRICES OF FIELD SEEDS, JAN. 10, 1920.

[In dollars per 100 pounds, except seed grains, which are per bushel.]

Prices given are for high qualities of seed offered by seedsmen. Obviously it is impossible to give prices that represent the same quality and origin of seed in each of the cities.

Kind of seed.	New York.	Baltimore.	Richmond.	Buffalo.	Toledo.	Louisville.	Chicago.	Minneapolis.	St. Louis.	Memphis.	Kansas City.	Denver.	Salt Lake City.	Seattle.	Average for U. S. same date last year.
Clovers:															
Red clover	51.50	53.00	53.00	53.50	55.30	55.00	53.00	53.25	54.00	56.00	54.00	.....	54.00	56.00	42.65
Alsike clover	54.00	54.50	54.50	55.00	56.00	55.00	54.00	55.50	55.00	.....	54.00	51.00	54.50	60.00	33.00
White clover	63.50	55.00	60.00	59.75	65.00	60.00	55.00	63.50	65.00	.....	62.50	59.00	58.00	68.00	48.00
Crimson clover	10.50	10.00	12.00	12.50	17.50	12.00	11.00	.....	15.00	.....	.....	.....	.....	.....	20.50
Sweet clover	30.50	30.00	34.00	30.25	34.00	33.00	30.00	31.00	33.00	.....	31.50	32.00	30.00	.....	23.50
Bur clover (hulled)	.....	28.00	.....	.....	.....	.....	.....	.....	.....	25.00	.....	.....	.....	.....	15.00
Lespedeza	.....	25.00	31.00	.....	.....	30.00	.....	.....	27.00	30.00	.....	.....	.....	.....	24.50
Alfalfa	35.00	40.00	43.00	41.00	43.00	42.00	40.00	46.00	42.00	45.00	42.00	36.00	41.00	42.00	20.50
Grasses:															
Timothy	13.50	13.25	13.25	13.50	14.00	13.50	12.75	13.10	13.25	13.50	13.50	13.00	13.50	17.00	11.10
Redtop	19.50	20.00	20.00	20.00	21.00	21.50	18.75	22.00	20.00	23.50	21.00	22.00	.....	25.00	14.25
Kentucky bluegrass	28.00	26.00	27.00	26.25	30.00	29.00	27.50	.....	31.00	.....	30.00	29.00	30.00	35.00	22.25
Orchard grass	23.50	25.00	26.25	25.00	28.00	24.50	23.50	26.00	27.00	30.00	27.00	28.00	27.00	28.00	27.00
Meadow fescue	40.00	.....	.....	.....	.....	.....	40.00	38.00	.....	.....	35.00	36.00	.....	.....	25.00
Bromus inermis	.....	.....	.....	.....	.....	.....	35.00	28.00	.....	.....	32.00	31.00	.....	.....	23.50
Millets:															
Golden millet	5.50	4.50	5.50	4.75	4.50	7.00	4.75	4.50	4.75	5.75	4.50	5.25	6.50	7.50	5.50
Common millet	4.50	3.50	.....	4.00	.....	.....	3.50	3.20	3.35	.....	3.50	4.00	.....	.....	4.25
Siberian millet	.....	.....	.....	.....	.....	.....	3.50	3.40	3.35	.....	3.25	4.50	5.50	.....	5.25
Hungarian millet	7.75	5.00	.....	7.50	5.50	.....	5.00	7.25	4.50	.....	.....	.....	.....	.....	6.25
Japanese millet	8.25	7.00	.....	8.00	6.00	.....	9.00	7.50	.....	.....	.....	.....	.....	.....	5.00
Broom-corn millet	.....	.....	.....	.....	.....	.....	3.50	3.50	3.50	.....	3.35	3.25	.....	.....	2.85
Sorgos:															
Amber sorgo ("cane")	.....	3.75	4.75	.....	.....	4.50	3.35	4.00	.....	3.50	3.25	3.25	.....	.....	4.00
Orange sorgo	.....	3.75	5.00	.....	.....	4.75	4.00	.....	.....	3.85	3.50	.....	.....	.....	4.10
Sumac sorgo	.....	.....	.....	.....	.....	4.75	.....	.....	.....	4.00	3.50	.....	.....	.....	5.85
Grain sorghums:															
Kafir	.....	.....	.....	.....	.....	.....	.....	2.80	2.85	.....	3.25	.....	.....	.....	3.75
Milo	.....	.....	.....	.....	.....	.....	.....	2.70	2.85	.....	3.25	.....	.....	.....	3.50
Feterita	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	3.50	.....	.....	.....	4.25
Sudan grass	.....	.....	.....	13.00	.....	13.00	13.25	13.50	13.50	14.75	13.00	12.50	.....	18.00	14.25
Rape	11.00	11.00	12.00	11.50	12.00	12.00	10.75	10.75	11.50	12.50	11.00	.....	12.50	10.00	10.50
Vetches:															
Hairy vetch	27.00	26.00	30.50	27.50	30.00	.....	27.50	28.00	.....	.....	.....	.....	.....	30.00	18.50
Common vetch	8.50	11.00	.....	12.00	15.00	.....	10.00	8.75	.....	.....	.....	.....	.....	10.00	8.25
Peas:															
Canada field peas	6.50	6.00	.....	6.00	6.25	.....	5.50	6.00	7.00	.....	6.00	.....	.....	5.00	5.75
Cowpeas	.....	7.00	7.75	.....	.....	10.00	7.50	.....	.....	.....	9.75	.....	.....	.....	5.75
Beans:															
Soy beans	.....	7.00	6.75	.....	10.00	7.50	10.00	8.50	.....	7.00	8.50	.....	.....	.....	5.50
White field beans	.....	8.00	.....	.....	.....	.....	7.75	8.40	.....	.....	.....	.....	.....	.....	6.00
Velvet beans	.....	.....	6.00	.....	.....	.....	.....	.....	.....	6.25	.....	.....	.....	.....	4.75
Cotton seed	.....	.....	.....	.....	.....	.....	.....	.....	.....	9.75	.....	.....	.....	.....	7.25
Seed potatoes	.....	2.50	4.25	.....	.....	.....	.....	.....	.....	4.00	.....	7.00	.....	5.00	3.50
Seed grains:															
Seed corn	.....	.....	2.85	2.50	3.75	3.50	.....	3.50	2.25	3.25	2.50	3.35	.....	4.50	2.85
Seed wheat	.....	2.75	.....	.....	4.05	.....	4.00	3.90	.....	.....	.....	5.60	.....	2.85	2.75
Seed oats	.....	1.15	1.25	1.25	1.25	1.10	1.15	1.30	1.25	1.15	.....	1.60	.....	1.35	1.00
Seed barley	.....	2.20	.....	2.10	1.80	.....	1.80	2.00	2.00	.....	.....	.....	.....	2.50	1.65
Seed rye	.....	1.75	1.85	.....	.....	.....	2.25	2.25	2.10	.....	.....	2.25	.....	2.25	2.20
Seed buckwheat	.....	1.80	2.00	1.90	.....	.....	1.95	1.85	1.85	.....	1.95	.....	.....	.....	1.85

FEED MARKETS.

(Continued from page 44.)

Owing to the weak export situation the Chicago market is reported weaker with quotations slightly below those of the previous week.

Gluten Feed.—The demand for gluten feed is reported urgent from all sources, but the supply is very light. Under normal conditions at this time of the year the supply is usually hardly equal to the demand, but because of the fuel situation and the car shortage the output of the mills has been curtailed so that at present shipments can not be made earlier than one to four weeks after the receipt of the orders.

Hominy Feed.—A good demand is reported by the mills for immediate and prompt shipment. Scarcity of cars, however, has made immediate shipments difficult.

The light demand for corn products for human consumption is reported also to be one of the factors affecting the supply of hominy feed.

Alfalfa Meal.—Kansas City reports a good demand for alfalfa meal, the heaviest being from the central west, southeast, and north. Most mills are running at full capacity with their output sold well in advance.

Reports from mills at Wichita state that the car shortage continues serious and that meal can be offered for not earlier than March shipment. Chicago reports receipts again about normal.

Wheat Mill Feeds.—Eastern markets report only a fair demand for both bran and middlings with prices slightly lower than previous quotations. Buyers seem to be providing only for their immediate needs. A good local demand for bran is reported from Atlanta but only a light demand for middlings. Richmond reports that the stocks of mill feed in storage are in excess of the present requirements. Chicago, Kansas City, and other markets of the Central West report that the demand for both bran and middlings has been less active during the past week causing a slight decline in prices. Offerings from mills are still light however.

San Francisco reports a good demand for all mill feeds with prices slightly higher, principally because of the colder weather prevailing in that section.

(See page 47 for table of grain exports for week.)

COTTON

PRICES AND MOVEMENT OF AMERICAN COTTON.

On Monday, January 5, the average price of Middling cotton as determined from the quotations supplied by the 10 designated markets was 40.98, the highest average reached thus far this season. On the day following there was a decline in the market to 40.48 as the average price for Middling, which was the minimum for the week. The average price was 40.62 on January 10. During the week under consideration, January future contracts declined 20 points at New Orleans and closed at 39.60; and 50 points at New York, closing at 37.80. The spot markets did not follow fully the declines in futures which occurred on January 6 and 10.

The volume of spot sales reported was somewhat larger than for last week and the movement was probably somewhat above normal. Demand, especially for high grades is reported steady throughout the week.

Cotton Ginned.

The Department of Commerce, Bureau of the Census, issued on January 9 figures showing the number of bales of cotton ginned for the season prior to January 1, 1920. The figures showed a total for the crop to that date of 10,017,087 bales against 10,773,863 bales for the same period in 1918 and 10,434,852 bales in 1917.

Ginnings by States.

Alabama	680,459	Missouri	48,286
Arizona	47,267	North Carolina	789,053
Arkansas	715,663	Oklahoma	791,644
California	41,161	South Carolina	1,403,592
Florida	17,515	Tennessee	239,078
Georgia	1,637,738	Texas	2,465,377
Lonisiana	291,222	Virginia	21,150
Mississippi	823,082	All others	4,002

Cotton Freights.

Current freight rates for cotton on vessels of the United States Shipping Board are quoted as follows:

[Figures are for high density per 100 pounds.]

To—	From Atlantic ports.	From Gulf ports.
United Kingdom [1]	$1.35	$1.50
French Atlantic ports	1.60	1.75
Holland (Rotterdam)	1.60	1.75
Belgium (Antwerp, Ghent)	1.60	1.75
Germany (Bremen, Hamburg)	1.85	2.00
Danzig	2.35	2.50
Denmark (Copenhagen)	2.10	2.25
Sweden (Gothenburg, Malmo)	2.10	2.25
Sweden (Stockholm)	2.60	2.75
Norway (Christiania)	2.10	2.25
Finland (Helsingfors)	2.60	2.75
Portugal (Lisbon, Oporto)	1.60	1.75
French Mediterranean ports	2.10	2.25
Spain (Barcelona, Valencia)	2.10	2.25
Italy (Genoa, Naples)	1.85	2.00
Greece (Piraeus, Patras)	3.35	3.50
Greece (Salonica)	3.60	3.75
Venice (Trieste, Fiume)	2.10	2.25

[1] Until further notice a surcharge of 25 cents per 100 pounds must be added to rates to Liverpool and London.

Cotton in standard bales will be taken only by special agreement as to rates and quantity. It is said that the extra charge for such bales varies between 25 cents and 50 cents per hundredweight.

The S. S. *Daniel Webster*, which sailed recently from Galveston for Liverpool, is said to have carried 33,120 bales of cotton, which is thought to be the largest cargo of cotton ever carried by one ship.

Exports.

Figures at hand indicate that the total exports from August 1, 1919, to January 9, 1920, amounted to 3,095,000 bales against 2,082,000 bales and 2,505,000 bales in the two preceding years, respectively.

Exports of American cotton from Aug. 1 to Jan. 9—

To—	1919-20	1918-19	1917-18
	Bales.	*Bales.*	*Bales.*
Great Britain	1,663,000	1,085,000	1,474,000
France	333,000	315,000	333,000
Other countries	1,099,000	682,000	698,000

Exports of domestic cotton for the seasons indicated.

	Bales.		Bales.
1918-19	5,605,736	1913-14	8,914,839
1917-18	4,476,124	1912-13	8,800,966
1916-17	5,739,069	1911-12	10,681,758
1915-16	6,191,110	1910-11	7,781,414
1914-15	8,544,563	1909-10	6,339,028

Commercial Differences in Prices for Various Grades, Jan. 10, 1920.

(According to Reports to the Bureau of Markets.)

Grade.	For New York.	For New Orleans
Middling Fair...points on Middling	328	275
Strict Good Middling.....do	255	250
Good Middling.....do	190	200
Strict Middling.....do	105	125
Middling	Basis.	Basis.
Strict Low Middling, points off Middling	248	350
Low Middling..points off Middling	650	750
Strict Good Ordinary [1].....do	938	975
Good Ordinary [1].....do	1,175	1,200
Good Middling Yellow Tinged, points off Middling	230	75
Strict Middling Yellow Tinged, points off Middling	335	150
Middling Yellow Tinged,[1] points off Middling	495	350
Strict Low Middling Yellow Tinged,[1] points off Middling	715	700
Low Middling Yellow Tinged,[1] points off Middling	1,005	1,100
Good Middling Yellow Stained, points off Middling	478	450
Strict Middling Yellow Stained,[1] points off Middling	618	575
Middling Yellow Stained,[1] points off Middling	755	700
Good Middling Blue Stained,[1] points off Middling	585	550
Strict Middling Blue Stained,[1] points off Middling	693	625
Middling Blue Stained,[1] points off Middling	835	750

[1] These grades are not tenderable on future contracts made subject to section 5 of the United States cotton futures act, as amended, on the future exchanges at New York and New Orleans.

Stocks of Government-Classed Cotton at Future Markets.

Inspected cotton, Government-classed, in warehouses in the ports of New York and New Orleans on January 8, 1920, of the grades tenderable on future contracts made on the exchanges in those markets subject to section 5 of the United States cotton-futures act, as amended:

Grade.	New York.	New Orleans.
	Bales.	*Bales.*
Middling, Fair	1	13
Strict Good Middling	32	239
Good Middling	385	1,742
Strict Middling	966	3,914
Middlings	2,593	5,430
Strict Low Middling	5,867	3,267
Low Middling	3,524	1,337
Good Middling, Yellow Tinged	125	303
Strict Middling, Yellow Tinged	260	168
Good Middling Yellow Stained		2
Total	13,753	16,415

Long-Staple Cotton.

The market for extra-staple Delta cotton is reported to be steady at New Orleans with fair demand, and firm at Memphis with active demand for high grades and increased inquiry for low grades, several sales of which having been effected in the latter market at an advance in price.

A New Bedford report states that mills are unwilling to purchase the tinged and gray staple cottons which are now being offered in southern markets. The reasons assigned are that such cottons are wasty in manufacturing and that the resulting yarns do not possess the requisite strength. It is said that one lot of gray Middling cotton of 1⅛ to 1 3/16 inches in staple was sold during the week at 60 cents per pound.

Below are given the premiums quoted in the New Orleans and Memphis markets for the staple lengths specified. The figures given are based on sales during the week ending January 10, and are for Middling cotton based on Middling short staple at 41 cents in New Orleans and 40 cents in Memphis:

Length (inches).	New Orleans (points on Middling).	Memphis (points on Middling).
1 1/16	600	580
1 1/8	1,500	2,380
1 3/16	2,500	3,450
1 1/4	3,500	4,200
1 5/16		4,900

It has been reported that considerable damage to the American-Egyptian cotton has been caused recently by stormy weather in Arizona and that the offerings now consist principally of No. 4 and No. 5 grades, which are held around 80 cents.

A rough estimate of the acreage to be planted in American-Egyptian cotton for the season of 1920 indicates that it will be much larger than that of 1919, present indications pointing to a probable planting of 175,000 acres. This estimate compares with about 85,000 acres in 1919 and 33,000 acres in 1918.

American-Egyptian cotton crops for years specified.

Year.	Bales.
1918-19	36,187
1917-18	15,966
1916-17	3,331
1915-16	1,995
1914-15	6,187
1913-14	2,135
1912-13	375

The demand for Sea Island cotton continues slow. It is being quoted at 80 cents for "Extra Choice," or No. 2, with average staple at Savannah and 80 to 85 cents at Charleston for "Fully Fine" of about 1⅝-inch staple.

The advance in prices of Egyptian cotton has caused a slackening up in demand for this growth. "Fully Good" Sakellaridis is quoted at $1.09, while "Fully Good Fair" is quoted around $1.02, all prices being on c. i. f. terms.

Stocks of Egyptian cotton held in Alexandria, Egypt, on January 9, were as follows:

1919-20	263,000	1917-18	319,000
1918-19	382,000	1916-17	200,000

FOREIGN MARKETS

EFFECT OF EGG SHORTAGE ON SUPPLY OF THE UNITED KINGDOM.

The United Kingdom imported 63 eggs per capita in 1913, but the share of the United States in this trade was infinitesimal. In 1918 but 1.05 eggs per capita came from this country. That the United Kingdom may have to increase importations from the United States in order to obtain a sufficient quantity to meet her needs is indicated by the following excerpts from an article in the London Morning Post. The writer points out that the production of eggs in the United Kingdom has declined during the war, and this fact, together with the depletion of the stocks of poultry in Continental Europe, the principal source of the egg supply of Great Britain, will cause the seeking of new sources of supply.

"Eggs from other countries in 1913 represented 63 per head of the population in Great Britain, whereas in 1918 only 8 eggs per unit of population were received from overseas—a reduction equal to 87 per cent. To indicate the drop, it may be stated that the actual decline of egg imports was 189,235,350 dozen, the weight of which, with cases, would have been upward of 157,000 tons. These figures reveal the fact that, whatever price consumers were willing to pay, there were last year nearly 300 eggs fewer per family than previously used.

"In 1913, of the total egg imports, 2.38 per cent came from Germany and 4.11 per cent from Austria-Hungary, the former of which probably owed their origin to southern Russia. These could have been replaced. Now neither of the two countries can have any to spare, even if we were disposed to buy from them. They will require importations to provide for their own needs. In the year named Russia sent direct to Great Britain upward of 95,000 tons of eggs, or 53.07 per cent of the total British imports; Denmark 35,500 tons, or 19.76 per cent of the total; and the Netherlands 8,100 tons, or 4.53 per cent of the total. Thus 83.85 per cent of the aggregate supplies of eggs were derived from these countries, leaving 16.15 per cent as the proportion of all other lands, of which France was represented by 3.25 per cent and Italy by 3.92 per cent of the total.

"* * * Prior to the revolution in Russia, as a result of food shortage and closing of her outlets, the poultry stocks had decreased by 75 per cent. Germany and Austria-Hungary have been almost swept bare, and the same is true of Belgium, which supplied her own needs, but had none to spare. For various reasons, mainly by scarcity and high prices of feed, France has reduced her flocks of poultry by 50 per cent. As her consumption was relatively the highest of all European countries, for a long time to come she can have no surplus for export, even if she has not to import. Italy appears to have suffered least of all in this respect. Before the war, however, her consumption was rapidly overtaking production.

"So far as Denmark and the Netherlands are concerned, the fowls in Denmark now number only one-half as many as they did early in 1914, and in the Netherlands only one-fourth as many. Further, before the war Russian eggs were largely imported into Denmark for consumption there, releasing native supplies to be shipped abroad. Thus more of the last-named are being retained in the country. Had it not been for supplies from Egypt, the United States of America, and Canada, which in this trade prior to 1914 were non-existent or negligible, the shortage of imports into Britain would have been much greater. At the same time the totals from these three countries in 1918 were small, in the aggregate amounting to 13,800 tons. Those from Egypt were equal to 2.19 per head of population in Great Britain, from Canada to 1.16 per head, and from the United States to 1.05 eggs per head, the group representing less than two weeks' normal consumption."

NOTE.—Unless otherwise stated, conversions of foreign prices into United States money have been made at the par value of the foreign moneys.

GRAIN EXPORTS BY GRADE.

Week Ending Jan. 10, 1920.

[Bushels; 000 omitted.]

Subclass and grade.	New York.	Philadelphia.	Baltimore.	Other Atlantic and Gulf ports.	Pacific ports.	Total for week.
WHEAT.						
Hard Winter:						
No. 1	....	....	208	.....	....	208
No. 2	....	....	94	32	....	126
No. 3	....	....	....	110	....	110
All others	....	....	....	134	....	134
Total Hard Red Winter	....	....	302	276	....	578
Red Winter:						
No. 1	....	....	30	.....	....	30
No. 2	404	268	20	511	....	1,203
No. 3	....	181	86	108	....	375
All others	....	....	169	135	....	304
Total Soft Red Winter	404	449	305	754	....	1,912
No. 2 Mixed wheat	152	....	....	.....	....	152
Total, week ending Jan. 10, 1920	556	449	607	1,030	....	2,642
Total, week ending Jan. 3, 1920	734	285	510	1,562	326	3,417
BARLEY.						
Total ungraded, week ending Jan. 10, 1920	352	....	....	.....	129	481
Total, week ending Jan. 3, 1920	287	50	42	117	....	496
OATS.						
Total No. 3 White, week ending Jan. 10, 1920	179	....	....	.....	....	179
Total, week ending Jan. 3, 1920	30	100	....	120	....	250
RYE.						
No. 2 Western	....	....	36	.....	....	36
Ungraded	221	....	....	.....	....	221
Total, week ending Jan. 10, 1920	221	....	36	.....	....	257
Total, week ending Jan. 3, 1920	49	....	50	.....	....	99
CORN.						
Total ungraded, week ending Jan. 10, 1920	20	....	....	.....	....	20
Total, week ending Jan. 3, 1920	20	....	17	.....	....	37

FOREIGN EXCHANGE CABLE RATES.

Week Ending January 10.

[From statistics of the Federal Reserve Board.]

Countries.	Coin.	Par value.	Highest.	Lowest.
England	Pound	$4.8665	$3.80000	$3.74000
France	Franc	.1930	.09300	.08940
Belgium	do	.1930	.09300	.08970
Italy	Lira	.1930	.07540	.07430
Switzerland	Franc	.1930	.17850	.17600
Germany	Mark	.2382	.02040	.01980
Poland	do	.2382	.00850	.00500
Czechoslovakia	Krone	.2026	.01680	.01600
Jugo-Slavia	do	.2026	.00950	.00900
Roumania	Leu	.1930	.02800	.02350
Spain	Peso	.1930	.19250	.19000
Denmark	Krone	.2680	.19100	.18050
Norway	do	.2680	.20350	.19850
Sweden	Krona	.2680	.21500	.21200
Netherlands	Guilder	.4020	.37625	.37375
Argentina	Peso	1.0365	1.02000	1.01900
Brazil	Milreis	[1] 1.5462	.27500	.27000
Mexico	Peso	.4985	.50500	.50375
Japan	Yen	.4985	.50250	.50100
China:				
Hongkong	Dollar	[2] .8642	1.00000	.94000
Shanghai	Tael	[2] 1.2020	1.56000	1.54000

[1] Gold. [2] Approximate.

MAINTAINING A FOOTHOLD IN DANISH MARKETS.

That the United Kingdom will meet a strong competitor in the United States in Danish markets is the opinion of a Danish correspondent in the Dundee, Scotland, Advertiser for September 10, 1919. The following excerpts indicate a British viewpoint on this subject:

"In business and trade circles in Denmark the one topic of conversation is 'When is Britain to resume her old-time commercial relations with the Danish people.' I first came in close contact with the problem in Esbjerg, the great western port, which, now that Slesvig is coming back to the motherland, looks to an early return of prosperity, and a rapid rise into a position of importance in the commercial link with Great Britain. And since my visit to Esbjerg I have found unmistakable evidence that unless Britain is ready soon to give and take from Denmark, America will have gained a strong footing in the land of butter and bacon. As it is, America is now well in the field, and we shall have to meet a strong competitor.

"It is quite easy to understand how our food problem here is influenced by conditions in Denmark. Prior to the war the bulk of the bacon and butter was exported to Britain, and a good trade was maintained until 1917, when the sinking-at-sight submarine campaign began. Since that time Denmark supplies of feeding stuffs, maize, and oil cakes, dropped to only a few tons, and cattle and pigs began to starve. Wholesale slaughtering had to be ordered, with the result that, whereas in 1914 Denmark had nearly 2,500,000 pigs, this year in February she had not a quarter of that number, namely 583,366.

"And what happened? Denmark had to stop exporting. There was not enough bacon for home consumption, and once more the enterprising American got a foothold. American bacon has been and is being sent to and consumed in Denmark even to this day. And as with bacon, so with butter. While the number of cows has not decreased to the same extent as pigs, the character of the stock has changed.

"There is certainly a sufficiency of young stock for replacement, but no figures indicate the condition of the cows. Through lack of feeding stuffs their producing capacity rapidly became bad, and in 1918 reached its worst. Hence the butter shortage, and hence the rationing of butter in Denmark."

(See also page 43 for notes on foreign markets.)

SWEET POTATOES.

(Continued from front page.)

crop. In nine Southeastern and Southwestern States production is very heavy. Alabama has produced over 14,000,000 bushels in each of the two past seasons, having doubled production since 1915. Actual and relative increase has been nearly as great in Georgia and in Texas, and other States of this group including also Arkansas, Florida, Louisiana, Oklahoma, and Tennessee have increased rapidly. Shipments from these States also show a strong tendency to increase, but are not so large as shipments from many other states producing smaller crops. These Southern and Southwestern States produce chiefly the soft, moist, yam-liko varieties, which have only a limited sale in northern markets and are used chiefly near points of production. These varieties are quite perishable and need to be marketed soon after harvest unless suitable storage is provided.

Importance of Storage Increase.

The rapid gain in the number of well-constructed cold-storage houses in this section is leading to increased shipments. In the season of 1918 and 1919 many new storage houses were in operation. A considerable part of the crop was held for later marketing, with the result that from Georgia, for instance, in 1918-19 the shipments for the season were 425 cars compared with 152 in the season before and with about the same number in each of the two preceding seasons.

Heavy Shipping Crop in North.

The nine States in the northern tier of producing sections raise for the commercial crop chiefly the firm, dry varieties, which are better known in northern markets. The ratio of shipments to crop is very much greater in these more northern States. Virginia produced in the present season 4,750,000 bushels, which is larger than any recent crop except that of 1916, but only about one-third the crop of such States as Alabama and Georgia, yet Alabama, the leading sweet potato producing State, ships only about 3 per cent of the total car-lot movement, while Virginia ships about one-third to one-half the total volume and at the end of the calendar year had already moved 5,727 cars. New Jersey, producing only 1,750,000 bushels, comes next in volume of shipment with 1,204 cars. Maryland, with a crop of 1,680,000 bushels, shipped 821 cars.

Of the southern and southwestern group the only States shipping above 500 cars last season were Georgia and Tennessee. Texas leads this group, having shipped 396 cars, followed by Tennessee 364, Alabama 294. Total shipments for the nine extreme southern and southwestern States were 1,466 cars to January 5 compared with 9,369 cars for the nine northern producing States. Shipments to the corresponding date last season were 1,313 cars for the southern group and 6,319 for the northern section. Shipments to end of last season were 2,247 for the first group and 8,275 for the second group. Total for both groups combined was 10,522 cars last season and 10,628 in 1917-18.

Price Trend Upward.

Early in October, 1919, Virginia Yellow stock was active in seven principal northern consuming markets, at a jobbing range of $1.50 to $1.25 per barrel. Lowest prices, as usual, were in the cities nearest the producing sections and highest prices in the middle West and Great Lakes region. The general jobbing range strengthened in early November at $3.50 to $4.75 per barrel and in early December gained further, reaching $4 to $5 and rose to $4.50 to $5.50 the middle of December, at which time stock was nearly done, being active only in New York, Philadelphia, and Chicago. New Jersey and Delaware Yellow varieties in bushel hampers ranged from $1.50 to $1.85 per hamper the middle of October, strengthened from to $1.50 to $2.25 in early November and to $1.75 to $2.75 in early December, rising still further to $2 to $2.85 early in January. Tennessee Nancy Halls in bushel hampers ranged during October $1.25 to $1.50. They appeared chiefly in Chicago, Cincinnati, and St. Louis. The range from October to the middle of December was $1.50 to $2 in Chicago, $1.25 to $2 in Cincinnati, and $1.25 to $1.45 in St. Louis until December 15, when St. Louis advanced from $1.80 to $2.

Decline and Recovery in 1918-19.

The Yellow stock from Virginia is the largest in volume of any class offered in the principal markets and has a market season throughout the fall and winter months, although the greater part of the crop is marketed by the end of November. The price fluctuates widely owing to the somewhat perishable nature of the stock. The last week of August, 1918, Virginia Yellow stock ranged from $7 to $10 per barrel for best stock in four leading northern consuming markets. The price gradually declined through September, reaching a range of $4.50 to $6 the last of the month. Decline continued through October, closing the month at $4 to $4.50, which was essentially the range in early November, but from the middle of November values improved in sympathy with the rising price of White stock, with a jobbing range in early December of $5 to $6.50. New Jersey Yellow stock in bushel hampers sold at $2 to $3 in late September, $1.25 to $2 the last of October, then improved gradually reaching $1.75 to $2.50 in late November. Tennessee Nancy Halls in late November ranged from $2.25 to $2.75 and continued at about this level until early January when the price strengthened reaching $2.15 to $2.50. The middle of February it adavnced to $2.50 to $2.75 and rose further during March and April, closing in early April at $3.25 to $3.40.

Weak Markets in 1917-18.

The middle of August in the season of 1917-18, Virginia Yellows appeared in New York market at $6 to $6.50 per barrel, and at Philadelphia from $4.75 to $5.25. The following week five principal markets offered the stock at a jobbing range of $1 to $8 per barrel. By the middle of September the range became more uniform at $1 to $5. In seven leading markets prices declined in early October to a range of $3 to $4 and declined still further in November, reaching a level of $1 to $3.50 in the unfavorable conditions prevailing at that time, with much inferior stock on the market.

Delaware and New Jersey potatoes in 1917-18 became active in September at a general jobbing range of $2 to $2.25 per bushel hamper. They declined to $1.50 to $1.75 in late October and fell still lower in November, reaching 50 cents to $1.50, closing at about this level.

Northern Cities Heavy Buyers.

Records of cars of sweet potatoes unloaded at principal cities show that 20 leading cities unloaded 6,308 cars in the calendar year 1918 and 5,507 cars in the calendar year 1917, or about one-half the total carlot shipments of each season.

The source of the car-lots unloaded in the various cities is a fair general indication of the disposal of the respective crops. Virginia, which shipped nearly half of the supply to these 20 cities, sent 1,272 out of a total of 2,260 cars shipped from that State to these cities. Philadelphia took 250 cars and Boston 278. Other leading cities used from 129 to 157 cars of this stock. Out of 1,389 cars of New Jersey stock, New York received 1,041 while Philadelphia, Detroit, and Cincinnati each received 50 to 60 and Boston 130. Delaware in 1918 shipped two-fifths to Pittsburgh, about one-fifth to New York, and others chiefly to Cleveland, Boston, Columbus, and Washington. Maryland, with shipments of 260 cars to these twenty cities, sent heavy supplies to Cleveland, Pittsburgh, and Minneapolis. North Carolina shipped liberally to Boston, Columbus, Cincinnati, and Pittsburgh.

Supplies of the large northwestern cities came chiefly from northeastern producing sections, while the middle western cities drew liberally from all producing sections and southern cities were supplied by crops of near-by shipping localities.

SWEET-POTATO CROP AND SHIPMENTS.

	Crop production—bushels (000 omitted).					Car-lot shipments.					
						Season to Jan. 5, 1920.	Season to Jan. 5, 1919.	Season.		Calendar years.	
	1919	1918	1917	1916	1915			1918-19	1917-18	1916	1915
Southern group:											
Alabama	14,194	14,208	13,500	6,290	7,200	294	272	342	225	419	468
Arkansas	4,600	3,420	4,400	3,185	3,900	116	69	149	159	413	98
Florida	4,100	3,960	3,325	2,500	2,576	10	15	83	37	42	42
Georgia	13,064	11,960	11,625	7,520	8,075	55	207	525	152	179	179
Louisiana	6,300	4,875	4,898	5,760	5,980	142	90	150	51	467	507
Mississippi	10,290	8,455	5,525	6,314	8,250	85	86	102	22	130	53
Oklahoma	3,000	1,300	1,350	962	1,380	4	.....	22	3	7	1
Tennessee	4,100	3,430	2,850	2,700	2,835	364	313	515	105	170	7
Texas	10,450	5,046	6,552	7,120	5,880	396	261	329	186	553	193
Total	70,398	56,654	54,025	42,351	46,076	1,466	1,313	2,247	940	2,380	1,548
Northern group:											
California	1,096	1,190	1,002	960	810	581	669	800	314	591	586
Delaware	966	720	560	625	675	349	620	1,377	670	1,778	501
Illinois	855	656	776	720	880	171	46	101	48	281	184
Indiana	315	324	318	300	208	9	10	17	.....	1	3
Iowa	320	279	270	273	285	13	21	22	16	6	8
Maryland	1,680	1,430	1,180	1,134	1,040	821	309	441	607	1,196	518
New Jersey	1,750	1,495	2,880	2,300	3,565	1,204	1,107	1,785	1,955	1,536	3,066
North Carolina	9,858	10,450	8,550	9,309	8,925	494	541	708	463	712	612
Virginia	4,750	3,840	3,536	5,070	3,740	5,727	2,996	3,024	5,615	7,147	5,154
Total	21,590	20,384	19,072	20,691	20,128	9,369	6,319	8,275	9,688	13,248	10,632
Total 18 States	91,988	77,038	73,097	63,042	66,204	10,835	7,632	10,522	10,628	15,628	12,180

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